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# *The* CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2.

Registered as a Newspaper

No. 2700  
VOL. CXV.

NOVEMBER 7, 1931

Annual Subscription (with  
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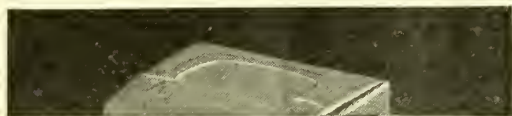
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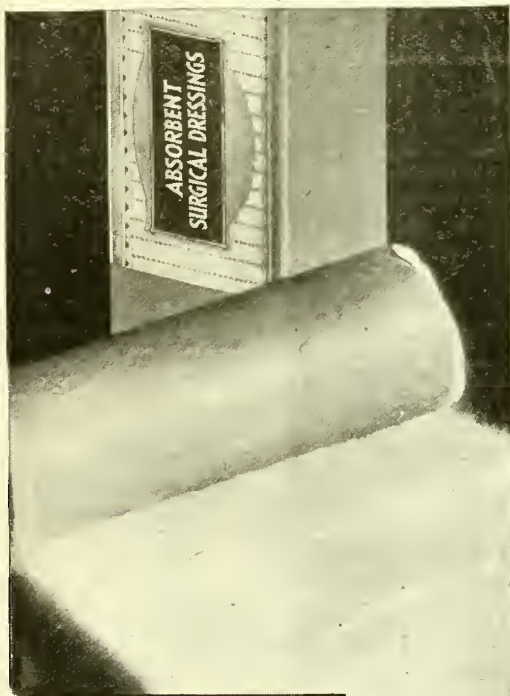
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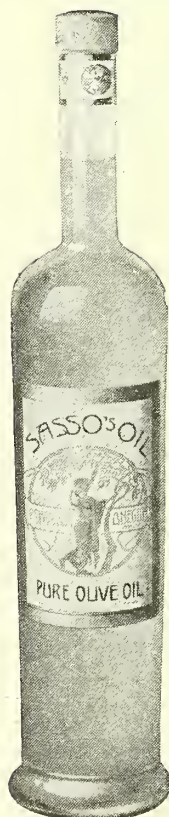
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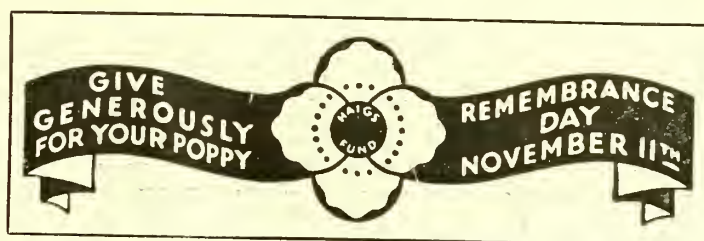
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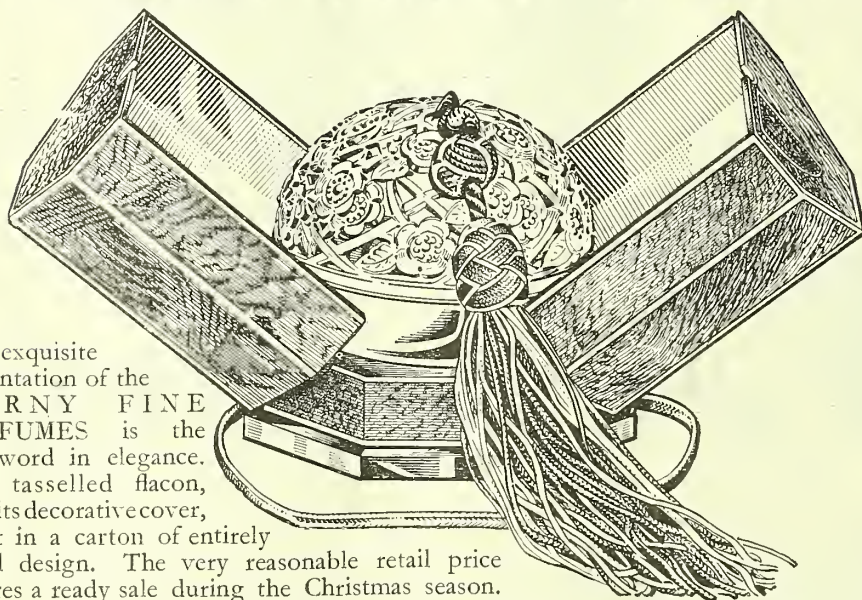
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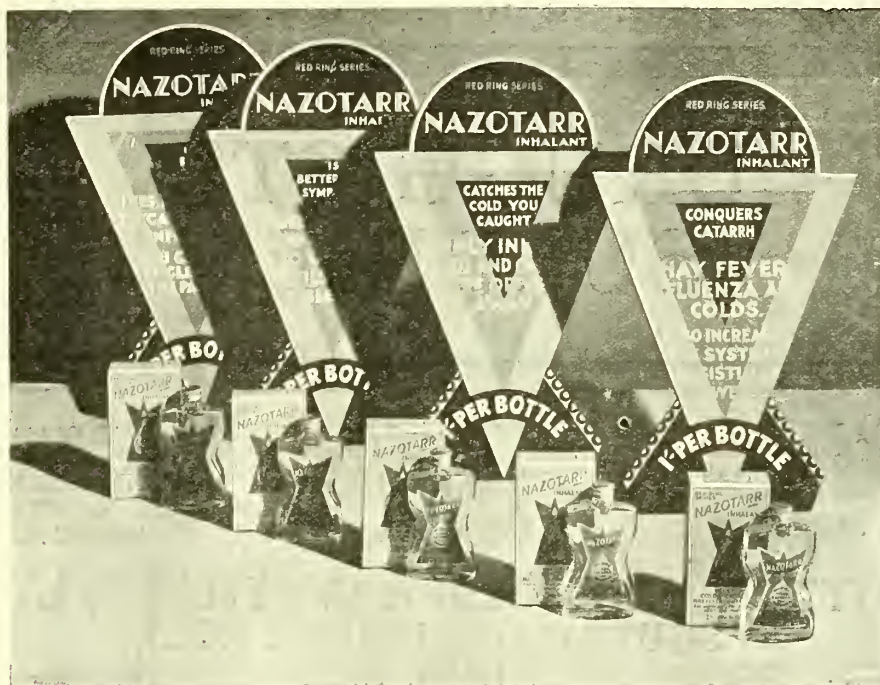
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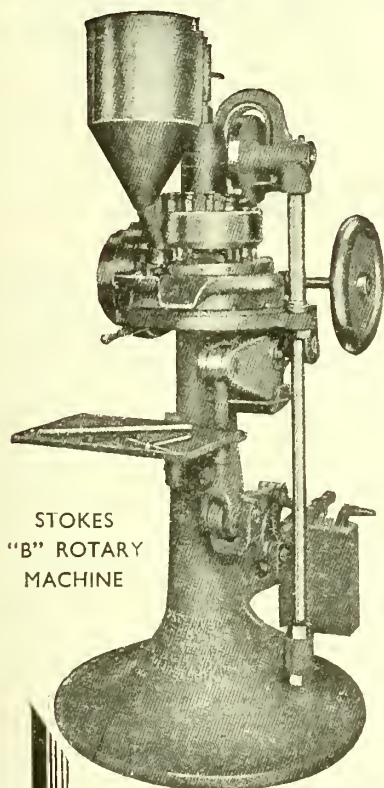
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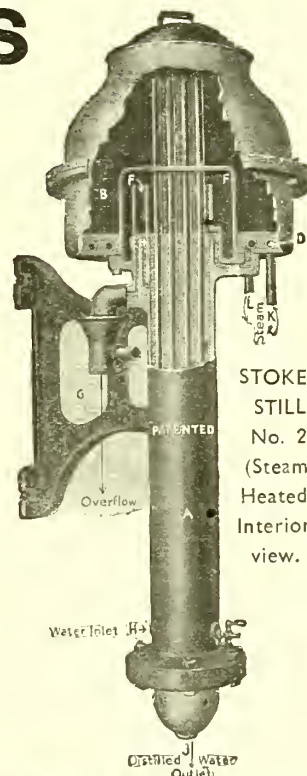
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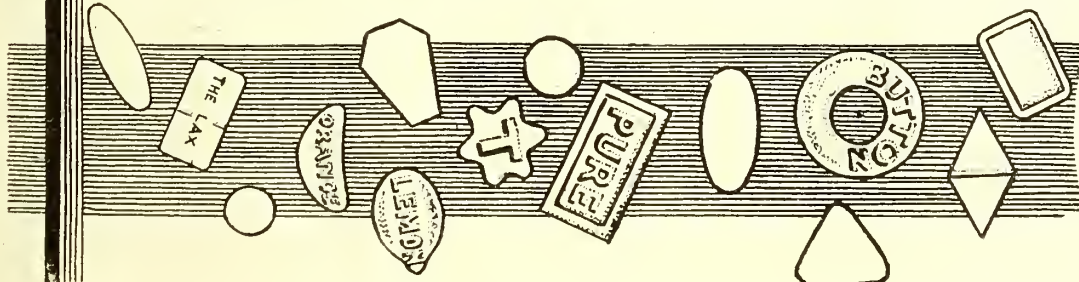
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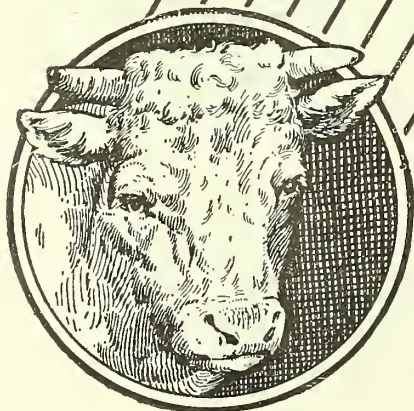
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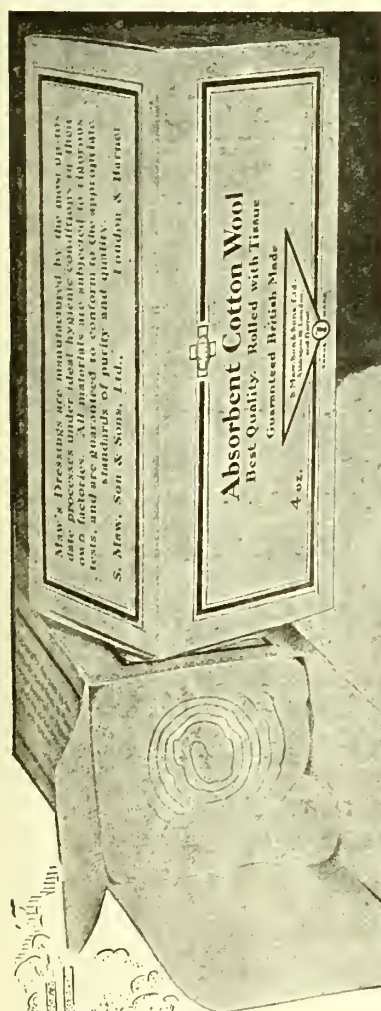
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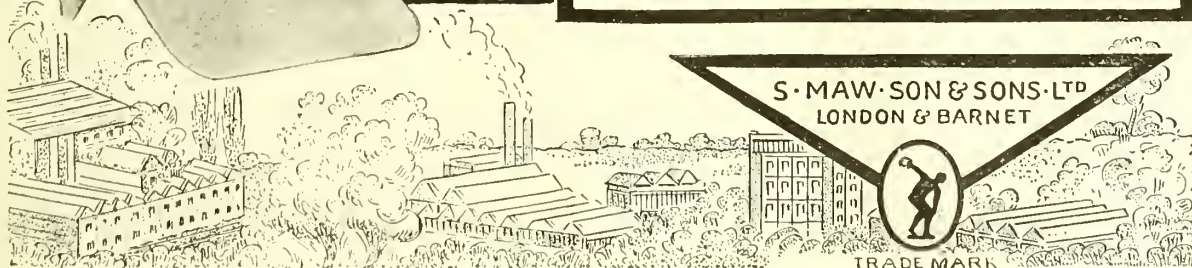
## Makers of Fine Quality Surgical Dressings



MAW'S YELLOW LABEL SURGICAL DRESSINGS—not merely British made, but made in their own model factories by a firm which has served the pharmacist well for 125 years—a firm which carries the responsibility of the actual maker, whose name is sufficient guarantee of quality and whose policy is to restrict its products to the pharmacist.

Can you find stronger reasons why you should fix your attention and devote your selling efforts to a particular make of Dressings? To sell Maw's Dressings is to protect yourself and your fellow pharmacists, to restrict outside competition and to help to ensure future prosperity. It is also to win the lasting goodwill of every purchaser—for the quality of Maw's Dressings is superlative.

*Stock, Display and Sell consistently—*  
MAW'S DRESSINGS.



S. MAW, SON & SONS, LTD  
LONDON & BARNET



TRADE MARK

## *"Glymiel" Jelly*

It will pay you to see that your stocks of this profitable line are adequate to meet the heavy Winter demands.

We are again running a big advertising campaign all through the Winter Season. With this advertising, sales are bound to be very heavy.

Every cold snap will send your sales up rapidly, and we shall be pleased to supply show-cards for your window if you will kindly ask us for same.

*Write for particulars of Window Display bonus parcels showing nearly 50% profit.*

**OSBORNE, BAUER & CHEESEMAN**

SOLE AGENTS:

**SANGERS LTD.**

**258 EUSTON ROAD :: :: LONDON, N.W.1**



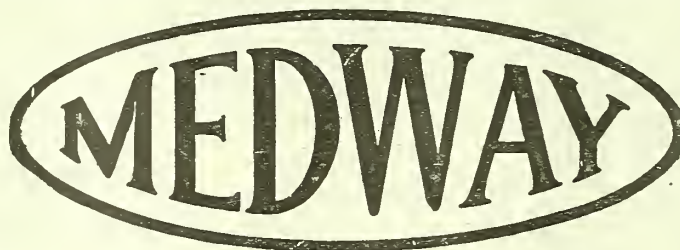
# BISMUTH CARB. *Evans*

A WHITE FLUFFY CARBONATE

*which diffuses immediately and completely  
on shaking the bottle. Physicians to-day  
prescribe Evans' Bismuth for this  
reason.*

Made at their  
FINE CHEMICAL  
WORKS  
by  
EVANS SONS LESCHER & WEBB LTD.





## CORRUGATED PAPERS

*(in rolls up to 78 inches wide)*

## PIECES, BOARDS & BOXES

*All corrugated productions  
are manufactured from our own British made  
strawpaper, produced from British  
raw materials only.*

**The Medway Corrugated Paper Co. Ltd.**

London:

Blackfriars House  
New Bridge St.  
E.C.4.

Telephone: Central 8482  
Telegrams: "Corrugated  
Lud, London."



Provincial:

Tovil,  
Maidstone,  
Kent.

Telephone: Maidstone 4168  
Telegrams: "Corrugated  
Tovil."

*A cwt. sold  
in  
a  
Week's end*

# AYRTON'S COUGH CANDY

*Price now reduced  
to enable you to sell at*

**4 $\frac{1}{2}$ d** per  
QUARTER POUND

Scores of Chemists have sold over 1 cwt. of AYRTON'S Cough Candy over a week-end

DO YOU KNOW OF ANY OTHER QUICK SALE ARTICLE WHICH TURNS IN 100% profit on cost?

Costs you 9d. lb. Sells at 1/6 lb. = 100%, to say nothing of free Showjar, free Candy Bags, and Window Display

NEW TRADE PRICES—

Per lb.		Free Bags	
Per lb.	11d.	—	
28 lbs. per lb.	10d.	100	
56 lbs. „	9½d.	200	
112 lbs. „	9d.	400	

Sample 4-lb. box sent post free for 3.6

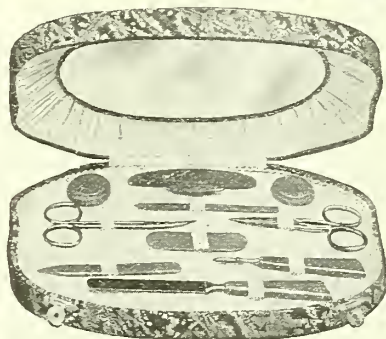
WINDOW DISPLAY WITH ALL ORDERS

**AYRTON SAUNDERS & Co. LTD**  
**34 Hanover Street LIVERPOOL**

*Others  
have  
copied the  
idea ~ but  
they cannot  
make the Candy*



# AS USUAL

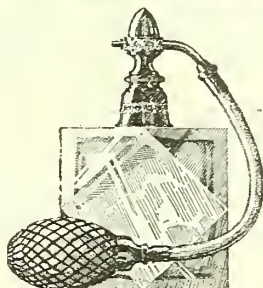
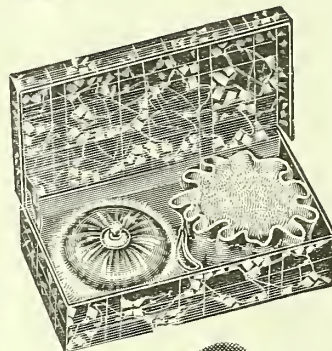


WE ARE AT YOUR  
**SERVICE**

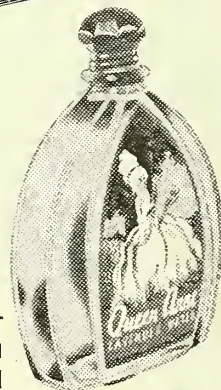
WITH A NEW AND  
EXTENSIVE RANGE

OF

**UP-TO-DATE  
CHRISTMAS  
LINES**



ASK FOR OUR REPRESENTATIVE  
TO PAY YOU A VISIT



**WILLIAM EDWARDS & SONS**

14-18 NILE STREET

WHOLESALE AND EXPORT  
DRUGGIST SUNDRIESMEN

CITY ROAD

LONDON

**We SELL  
ANZORA  
for you...**

**you just  
pocket your  
profits . . .**



So popular has perpetual advertising made **Anzora** that it does not need selling in the accepted sense of the word. You just hand **Anzora** across the counter — and pocket your 33 1/3% profit on every bottle.

**TRADE TERMS:**  
12/- doz.      20/- doz.  
Retail at 18/-      Retail at 30/-

**ANZORA**  
MASTERS THE HAIR

ANZORA PERFUMERY CO. Ltd.  
LONDON, N.W.6

## Dorin Rouge Brunette

also LIPSTICK 719

are advertised in *Daily Mail*

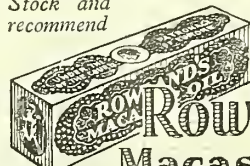
SAMPLES ARE BEING SENT  
WATCH YOUR STOCK

**DORIN, 8 Roxburghe House  
273 REGENT STREET, W.1**

## Selling Suggestions

Rowland's Macassar Oil nourishes and revitalises the roots of greying, thinning hair and soon restores it to youthful colour and growth.

Stock and  
recommend



Of all Wholesalers  
to retail at 3/6,  
7/- and 10/6.

**Rowland's  
Macassar Oil**

J. H. & Co.

**A. ROWLAND & SONS, Ltd., 22 Laystall St.,  
Rosebery Avenue, London, E.C.1**



# CHANGE OF DISTRIBUTORS

## A LETTER OF IMPORTANCE TO CHEMISTS CONCERNING 'SALTRATES' PREPARATIONS

TELEGRAMS:  
'BOLSOKEMIC, STOKES, LONDON'TELEPHONES  
CLISSOLD 7572 (3 LINES)*International Chemical Company Limited.*MANUFACTURING CHEMISTS  
SOLE DISTRIBUTORS OF 'BISURATED' MAGNESIA

Agents in

AUSTRALASIA	ARGENTINE
SOUTH AFRICA	BRASIL
WEST INDIES	BELGIUM
FED. MALAY STATES	HOLLAND
INDIA	ITALY
CHINA	GERMANY
EGYPT	SPAIN

*Braydon Road.*  
(OPPOSITE CLAPTON COMMON)  
*London, N.16.*OUR REF. *G/3* YOUR REF. ....

November, 1931.

Dear Sirs,

We have recently completed arrangements under which we take over from November 1st the sales development of

ALKIA SALTRATES, REUDEL BATH SALTRATES  
NEMOLIN and BAN-O-DOR

So that you may order these items with 'Bisurated' Magnesia etc., the Saltrates preparations are being added to our List and our mutual friends, Messrs. Fassett & Johnson, Ltd., are relinquishing their Distribution as and from November 1st. 1931.

This means that you can now stock Saltrates preparations on Guaranteed Sale terms and take full advantage of our Co-operation Allowances which provide up to 10% off List Prices. We believe this will interest you more particularly as there will be strong and consistent advertising and sales propaganda on Reudel Bath Saltrates, Alkia Saltrates, etc.

With compliments,

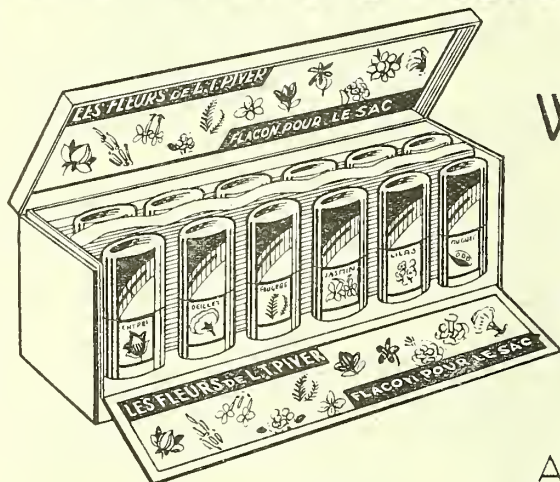
Yours faithfully,

INTERNATIONAL CHEMICAL COMPANY LTD.

*A. P. Phillips*

# WHY NOT STOCK

THE NEW **PIVER** HANDBAG SIZE  
FLORAL PERFUMES?



Wholesale 24/- Retail 3/-

Packed in a dainty  
Perfume stand, offered free and  
forming an attractive display.

Obtainable in the 12 following  
delightful fragrances—

Ambre, Chypre, Muguet, Narcisse,

Oeillet, Fougère, Hélioïtrophe, Jasmin, Lavande, Lilas, Rose & Violette.

PARSCENT Ltd. 102, Dean St. London, W.1. Telephone - Ger. 1650.

## • PROFIT from this important & growing market! THE MONKEY-STROP

*is answering a big  
demand for a cheap,  
efficient blade strop*

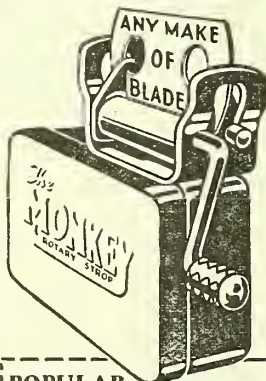
Men everywhere are taking to the Monkey-Strop in ever increasing numbers. Cheap, absolutely reliable, all British, it gives a keen barbers' edge to any make of blade morning after morning. Thousands already sold. Big sales possibilities for you.

### A GOOD LINE FOR CHRISTMAS!

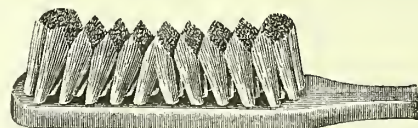
Half-dozen and upwards post free. Quarter dozen **5/3**  
Nett Cash. Complete with showcard. Direct, or from usual wholesalers.

Sole Manufacturers:

CHIVERS LTD., 99a Westgate St., GLOUCESTER



POPULAR MODEL  
**2/6**  
TRADE RATE  
**20/-**  
DOZ. NET  
ORDER NOW!



## BOTH-WAYS TOOTH BRUSH

ATTRACTIVE—EFFECTIVE—  
DURABLE

ALL HARD BRISTLES UNLESS OTHERWISE ORDERED

KEEPS ITS STIFFNESS

Gent's 11/-

Lady's 8/-

**BIDWELLS,  
AXMINSTER**



BIDWELL BIDWELL & CO LIMITED.



*All for*  *Beauty*



## *A New Face Powder by Harriet Hubbard Ayer*

Here is news of real interest.

The Beautifying Face Powder introduced by Harriet Hubbard Ayer is of medium weight. Blended by an entirely new method, it gives a delicate softness becoming to every type of skin. Scented with the seductive new *Après Tout* perfume. Packed in a beautiful ivory and gold box. Made in seven complexion-matched shades: Flesh, White, Rachel, Peach, Ayerblonde, Ayerbrunette and French Rachel. Retail price 4/3.

*It will be specially advertised in the fashionable periodicals and press during November and December.* Harriet Hubbard Ayer preparations are already favourites with thousands of British women. This exquisite new powder is sure of a wonderful welcome. With Christmas at hand and gifts in the air—the opportunity of displaying something new should not be missed.

*Write to Harriet Hubbard Ayer Ltd., 130 Regent Street, London, W.1,  
for our catalogue and terms. Or, better still, give us  
the pleasure of a personal interview.*

**HARRIET HUBBARD AYER**  
*Beauty Preparations* LTD.  
PARIS LONDON NEW YORK

**Corrugated Packing Materials Co., Ltd.**

4, Ambrose St.,  
West Gorton, Manchester

**BOXES, CARTONS,  
PARTITIONS, &c.**

*for all purposes.*

PHONE :  
EAST 0401.

WIRES :  
"CORRUPAPER,"  
MANCHESTER.




## BATTLE'S VERMIN KILLER

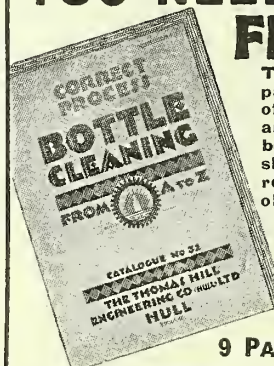
Of all Patent Medicine  
Houses at 3/-, 5/-  
and 9/- per dozen.

In packets at 5d.,  
9d. and 1/3 each.  
(P.A.T.A.)

The sure destructive agent which may be  
confidently recommended by Chemists for  
quick clearance of rats and mice.  
(Users' testimonials on request.)

Prepared only by  
J. C. M. BATTLE, Ph.C., LINCOLN

## YOU NEED THIS BIG FREE BOOK



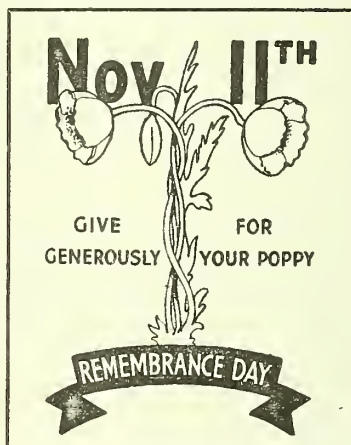
The 80 pages of this big book are  
packed with details and pictures  
of every type of modern machine  
and appliance for the up-to-date  
bottling plant. Every bottler  
should keep a copy in his office for  
ready reference—and you may  
obtain your book free and post  
free by applying to the

**THOMAS HILL  
ENGINEERING CO. (HULL) LTD.**

Makers of Correct Process  
Bottle-Cleaning Equipment

9 PARK LANE, STEPNEY, HULL

## "LEST WE FORGET"



**"NEWBERYS"**  
(F. NEWBERY & SONS LTD)

LONDON, CARDIFF AND LIVERPOOL.

## CALENDARS,

IF

ATTRACTIVE,

YOUR CUSTOMERS  
KEEP & APPRECIATE.

SEND FOR  
A SPECIMEN,  
INTERESTING  
AND  
INEXPENSIVE.

**JAMES TOWNSEND & SONS,**  
Chemists' Printers, EXETER.

London Office: 54, FARRINGTON STREET. E.C. 4





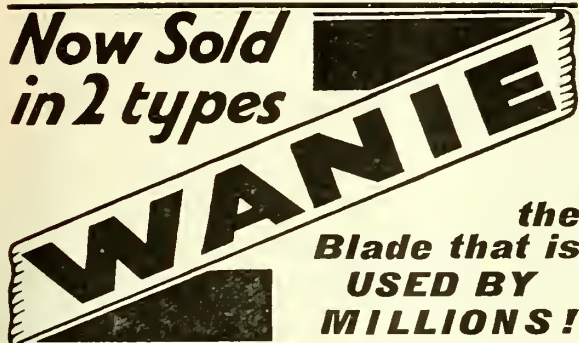
**Help yourself to more profitable and satisfied customers by keeping up a regular and attractive window display of Moorland Brand Indigestion Tablets**



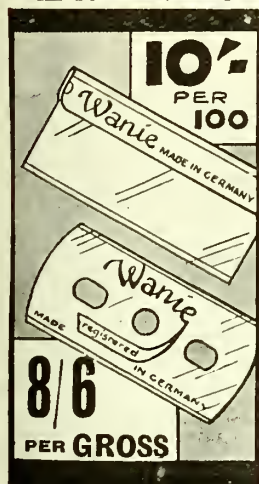
**Use this attractive display material in your window and turn prospects into customers by linking up with the Big Moorland Advertising**



**Now Sold  
in 2 types**



**the  
Blade that is  
USED BY  
MILLIONS!**



In response to a growing demand from all parts of the Globe, the makers of Wanie are now producing a new type of Blade—to fit Ever-Ready Holders. This new Blade has all the characteristics that made the original WANIE (Three Hole Pattern) famous throughout the World. A long-lasting edge that gives smooth, soothing shaves.

Send for sample to Dept. C.D.  
**S. KALISKY (Aldgate), LTD.**  
146 THEOBALD'S ROAD, W.C.1

*Northern Distributors:*  
**S. KALISKY (Aldgate), LTD.**  
16 Withy Grove, Manchester  
*Irish Free State Agents:*  
**Messrs. W. A. Freedman & Co.**  
LIMITED  
20-21 Merchants Quay, Dublin

## G. B. KENT & SONS, LTD.

Are known the World over as  
the Largest Manufacturers of

# BEST BRITISH BRUSHES

Please write for full Particulars to:  
75 FARRINGDON ROAD, E.C.1.



Let the "GEM"  
make money for you

Write for particulars and  
name of local agent to the  
manufacturers:—

**THE GEM**  
AUTOMATIC WEIGHING  
MACHINE COMPANY  
LIMITED  
46 NEW CITY ROAD  
GLASGOW C.4

## The "IDEAL" WAVE PRESERVER

**stands alone for  
increased  
profitable  
sales . .**



Standing alone  
it makes a  
strong appeal  
without out-  
bidding for  
attention any  
other lines  
stocked. ALL  
the profits

from the sales of the "Ideal" are clear  
additional profits.

An attractive showcard which displays  
2 dozen nets is ready. 16/11 per gross.  
On orders of 5 gross and over, single  
packing, you can have the added distinction  
of your name overprinted on the envelopes.

Also packed in Single Envelopes  
18/- per gross.

Send a trial order now, and secure your share of  
this easy profitable trade by stocking NOW

*From all Wholesale Houses*

## M. CRISCUOLO & CO LTD

(Est. 1863.)

19 Cross St., Hatton Garden, London, E.C.

Telephone: Holborn 5205-5206.  
Telegrams: Criscuolo, Smith, London.

No Net "Perfection"  
unless it bears this  
mark.



**THE  
"PERFECTION"  
CAP SHAPE HAIR NET**

The "Perfection" Cap Shape  
Human Hair Net is another  
great seller. Well advertised  
and justly popular it will prove  
extremely profitable for you  
to stock.

Made in two sizes 30/- per  
gross. Retailing in special  
patent wallets at 3 for 1/-, or  
separately 4½d. each.  
White and Grey double price.  
Stock Box indexed in shades.

## HEATING *under automatic control*

A TROUBLE-FREE, dependable and consistent heating service without the need for supervision is an asset to any Shop and Stock-room. Such is the service economically provided by the use of Wright's "Regulo"-controlled Gas Radiators. No attention whatever is required while heating is in progress. Over-heating is made impossible by the action of the "Regulo" control in automatically reducing gas consumption immediately the correct degree of warmth is attained, thus effecting a considerable saving in gas. Installation is simple and inexpensive, and each radiator operates independently, so that heat distribution may be general throughout the premises or localised at will.

Four types are available—the "St. David," "St. Martin" and "St. Vincent" (all "Regulo"-controlled), and the "St. Bernard" (fitted with a governor).



### WRIGHT'S GAS RADIATORS

JOHN WRIGHT & COMPANY

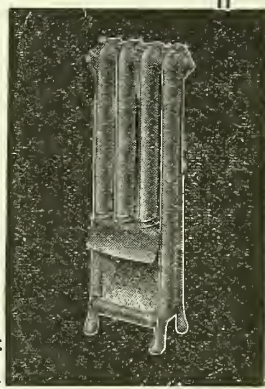
Dept. C.R.

Essex Works, Aston, Birmingham

(Radiation Ltd., Proprietors)

The "St. Martin"  
"Regulo"-Controlled

The "St. Bernard"  
Governor Controlled



## "Your British Product RODINE"

Mr. Stanley George, Chelsfield, Kent, writes: "I have used two tins out of three of your famous 'British Product Rodine,' and within 3 days the 'Menace of Rats' which were causing me much anxiety in my Rabbitry has been brought to an end. The complete results fully prove that Rodine is entitled to 'British and Best,' and I am convinced that Rodine is absolutely unsurpassable."

Keep the  
British £ up!

To sell Rodine to keep down rats is to keep the value of the pound up. Get Rodine on best terms from:—

**T. HARLEY, M.P.S.**  
Manufacturing Chemist  
Rodine Works  
PERTH, Scotland



*Xmas Window  
Posters, Showcards,  
& Window Decorations*

will give that finishing touch to convince the potential buyer that yours are the goods for Christmas presents. Illustrated List, in colours, No. C.N. 1279, showing tickets, posters, window slips, and all decorations applicable to the festive season, free on mention of this journal.

**DUDLEY & CO. LTD.** 421 HOLLOWAY RD.  
LONDON, N.7.  
City Showrooms—65-66 FORE STREET, E.C.

## NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the continuous demand for it produces a quick turnover.

For Direct Terms apply to—

**OSCAR SCRUTON & CO., YORK**



# Aluminium CONTAINERS

*Embossed,  
Decorated  
or Plain*

FANCY CONTAINERS,  
SCREW CAPS, COMPACTS  
IN ALL METALS  
AT LOW PRICES WITH  
PROMPT DELIVERY.

*Advice without charge.  
Quotations to your  
needs.*

ALSO THE  
CORFALGAR RANGE  
OF ALUMINIUM  
HOT WATER BOTTLES.



## CORFIELD Limited

Phone: Wimbledon  
5542 (5 lines)

TRAFALGAR WKS, MERTON, S.W. 19

WE SUPPLY  
**DECORATED TINS**  
FOR PACKING  
**OINTMENTS**  
AND OTHER PRODUCTS.

SAMPLES AND PRICES UPON REQUEST.

THE CALDICOT TIN STAMPING WORKS LTD.  
CALDICOT, Nr. CHEPSTOW, Mon.



*Hawker's*  
**PLAIN TINS**

THERE'S  
SOME-BODY  
IN THIS TIN  
PHONE:  
NORTH 0488

from 2 ozs. to 28 lbs.  
**FOR PACKING DRUGS  
AND POWDERS**

120 Pentonville Road, LONDON, N.1

# COMPOSITE CONTAINERS

FOR  
CLEANSING  
POWDERS,  
DISINFECTANTS,  
STEP  
POWDERS,  
WIRELESS  
VALVES,  
ETC.

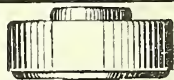
QUALITY,  
PROMPT  
SERVICE  
and  
KEEN  
PRICES.

All enquiries to the  
Manufacturers.



**HYGIENE CORPORATION, LTD.**  
TRADING ESTATE SLOUGH BUCKS.





**AZYMA**  
**CACHETS**  
FRENCH, MORSTADT,  
and the new DRY CLOSING  
Special quotations for quantities and for printing.  
Write for Samples to:  
**CICERO S. CLARK, Sole Agent**  
12 RICHMOND ROAD, W.2.  
**2/9 per 1,000**  
ALL SIZES  
(Carr. paid on 4,000)



**DRY BATTERIES**  
SELL ALL THE YEAR ROUND  
PIFCO carry a twelve months' storage  
guarantee and only cost 4½d. subject.  
Illustrated Catalogue free.  
85 PIFCO HOUSE - MANCHESTER



**SHADEINE**  
FOR TINTING GREY HAIR  
This popular article is largely advertised  
and stocked by all Wholesale Houses.  
Trial size 8d. per doz. -- -- 6/-  
1/4 size, per doz. -- -- 12/-  
2/6 size, per doz. -- -- 24/-  
3/9 size, per doz. -- -- 36/-  
The SHADEINE CO., 58 Westbourne Grove, London, W.2

**BALLOONS** PRINTED with your  
ADVERTISEMENT  
or BLOCK  
COMBS, PRESENTS, LEATHER GOODS, NOVELTIES, ETC.  
Deal from the oldest established firm in the Trade:  
STANBERTS, LTD., STANBERT HOUSE, (Dept. "P"),  
377 KENNINGTON ROAD, S.E.11 Reliance 1762.  
STOCK "JAZZO" THE MAGIC DANCE FLOOR POLISH


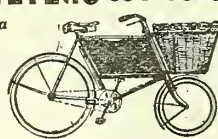
**TATCHO** Sample Size 6<sup>D</sup>  
THE  
HAIR RESTORER  
PROMOTES, PRODUCES, BEAUTIFIES THE HAIR  
6 Bottles in Case for  
Counter Display,  
4/- PER DOZ.  
1/3 size .. 12/6 per doz.  
2/9 size .. 26/- per doz.  
TATCHO Laboratories, 5 Great Queen Street, London, W.C.2

**Williams**  
The Shaving Cream which brings **REPEAT SALES!**  
PLACE YOUR ORDER WITH  
W. H. THOMAS, 50-52 Union Street, LONDON, S.E.1

**JUST OUT**  
**A TEXTBOOK OF PHARMACOGNOSY**  
By J. W. COOPER, Ph.C., and T. C. DENSTON, Ph.C.  
A simplified, effective and modernised course for students  
studying for the Chemist and Druggist Qualifying  
Examination. Of a Bookseller, or 10/6 net.  
PITMAN'S, Parker Street, Kingsway, W.C.2

**DOCTOR'S ADHESIVE PLASTERS with Zinc oxide**  
THAT DO STICK!  
Ask for Price List and Compare  
KAYDOR LTD., 30 Howland St., London, W.1  
Proprietors of **MORFI** Rubber Products

**£8-10 CHEMISTS' CONVEYERS £6-19-9**  
A New Era  
in Road  
Transport  
Single Basket  
Carrier  
£4 19 9  
GRANDEX CARRIERS, ALMA ROAD, ST. ALBANS

**NEW DAYLIGHT SIGNS**  
Any COLOURS  
UPRIGHT or HORIZONTAL  
Single Signs  
SECURE SALES  
Available for PROJECTING, WINDOW, & VAN SIGNS, FACIAS, & ETC.  
Send for PRICE LISTS & PHOTO ILLUSTRATIONS.  
National Advertisers size 14x10 Double Sided, with Brackets, in Quantities  
ALLAN MILES CO LTD 129 GRAYS INN RD. W.C.1 14/6

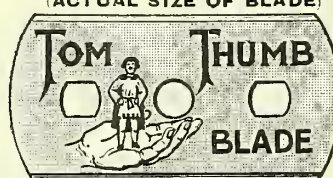


**CHEMISTS' FITTINGS**  
OF EVERY DESCRIPTION.  
NEW AND SECONDHAND.  
F. MAUND & E. BERG (SHOWCASES) LTD.,  
175/9 and 336 OLD STREET, LONDON, E.C.1

**Cachet** CLOSING and FILLING **machines**  
3/6 to 32/6  
to suit all Dispensing Requirements.  
WRITE FOR ILLUSTRATED LIST.  
THOS. CHRISTY & CO., 4-12, Old Swan Lane, LONDON, E.C.4.

WESTMINSTER COLLEGE OF PHARMACY.  
**WILLS' UNIVERSAL POSTAL SYSTEM**  
FEES (GT. BRITAIN & N. IRELAND).  
PRELIMINARY SCIENTIFIC COURSE - £1 10  
QUALIFYING COURSE - £1 10  
APOTHECARIES' HALL COURSE - £1 11 6  
POSTAL COURSE PROSPECTUS POST FREE  
from The Secretary,  
190 CLAPHAM ROAD, S.W.9.

**ENGLAND'S LAST WORD**  
IN SAFETY RAZOR BLADES  
THE GREAT "TOM THUMB"  
(ACTUAL SIZE OF BLADE)  
To the Trade 5/6 per gross  
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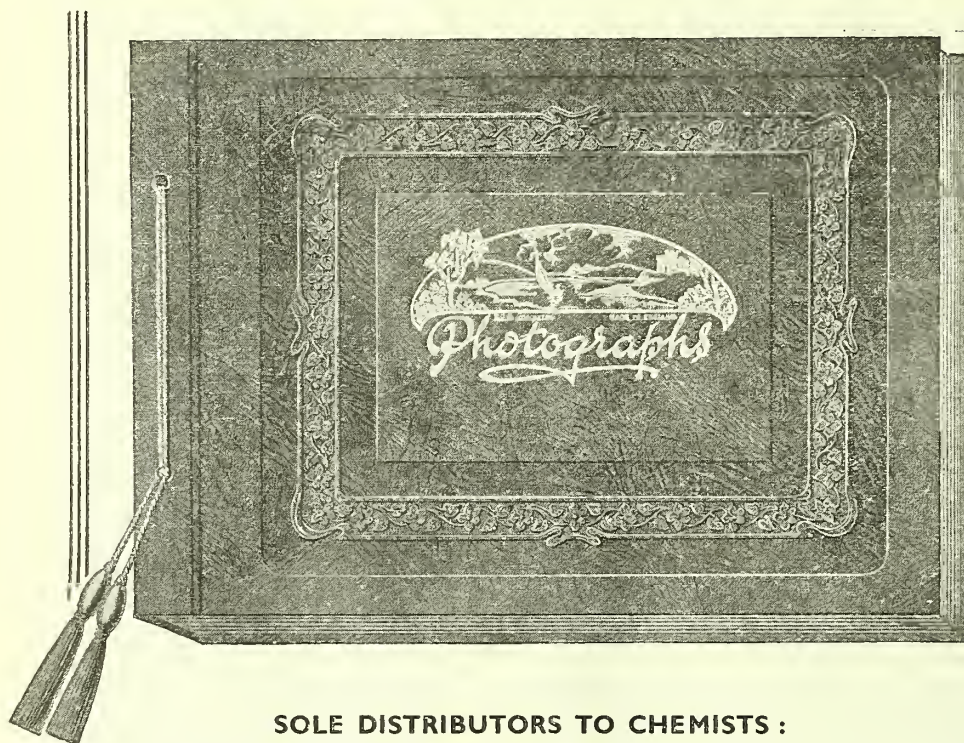
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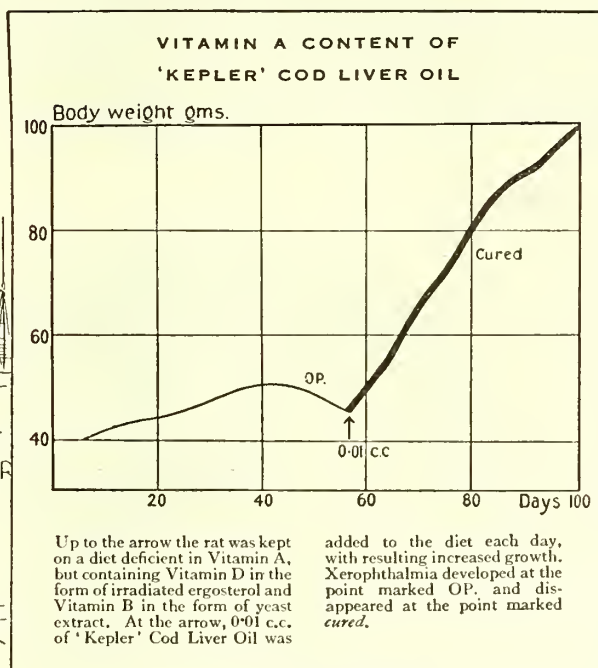
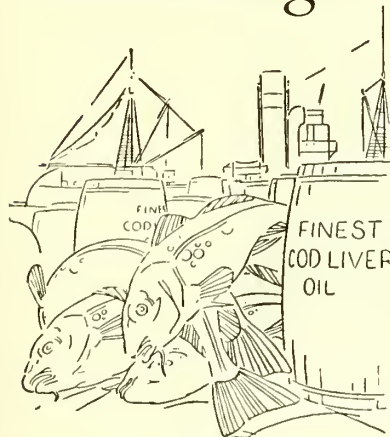
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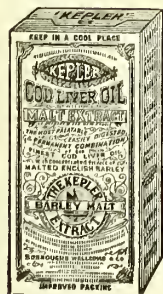
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A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,  
The Chemists' and Druggists' Society of Ireland, and of  
other Chemists' Societies in Overseas Dominions*

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VOL. 115. NO. 2700

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## News of the Week

### Key Industries—Phloroglucine

Application has been received by the Board of Trade for an Order exempting phloroglucine from liability to key industry duty. Communications in respect of this application should be addressed to the Principal Assistant Secretary, Board of Trade (I. & M.), Great George Street, London, S.W.1, on or before December 4.

### Poison Licence Applications

The Ozone Chemical Co., Ltd., Wheelock, Sandbach, have applied to the Cheshire County Council for a licence to sell agricultural and horticultural poisons.

At the meeting of the Middlesex County Council on October 30, the General Purposes Committee reported that applications for licences under Section 2 of the Poisons and Pharmacy Act, 1908, had been made by Mr. Edward T. Gibbs, nurseryman, High Road, East Finchley, and Charles Merryweather, his assistant. After setting forth the requirements of the Act and the Order in Council, the Committee's report continued:—

With regard to the facilities for the purchase of poisons in the district, there is one chemist's shop next door and another opposite to the applicant's premises. Neither of these chemists stock the preparations in question, but they are quite prepared to obtain them to customers' orders. At another chemist's shop within a hundred yards of the applicant's premises, weed-killers are stocked, and other preparations would be obtained on request. None of the chemists in the neighbourhood opposed the granting of a licence to Mr. Gibbs. Mr. E. T. Gibbs applied for a licence in 1923, and the application was then refused. The reasons given for the renewed application are the continued demand for poisonous insecticides and weed-killers, and the difficulty experienced by the applicants' customers in obtaining the substances elsewhere.

The Committee recommended that the applications be granted.

### Brewers' Exhibition

THE fifty-third annual Brewers' Exhibition was opened at the Royal Agricultural Hall, London, N.1, on October 31. Perhaps the most interesting feature to members of the drug trade was the comprehensive range of ingenious machinery, comprising plants (in working order) for cleansing, filling, labelling and sealing bottles. Many firms, it was noticed, displayed the slogan: "Buy British." Interest in the various competitions appeared to be as keen as ever; hop entries numbered 203; beer, 611; Empire wine, 85; lemonade, 109; tonic water, 88; cider, perry, etc., 206. The following stands were among those of interest to the drug trade:—

THE GRAESSER-MONSANTO CHEMICAL WORKS, LTD., showed saccharin in insoluble and soluble form. BOOTS' PURE DRUG CO., LTD., displayed saccharin liquid sweetener and saccharin tablets. THE BRITISH ESSENCE CO., LTD., exhibited flavouring essences, colours, and chemicals. A full range of concentrated soluble essences, including those of the Trufruit series, was displayed on the stand of A. BOAKE, ROBERTS & CO., LTD.; other lines included Truginger extract, colourings and preservatives. Malt products were shown by EDME, LTD., PAINE & CO., LTD., and EDWARD SUTCLIFFE, LTD. Illuminated signs and allied products were displayed by THE BRILLIANT SIGN CO., LTD., and K.F.M. ENGINEERING CO., LTD. Cash registers were exhibited by THE METRO BUREAU EQUIPMENT, LTD., THE NATIONAL CASH REGISTER CO., LTD., and REMINGTON CASH REGISTER SALES CO., LTD. Corks were displayed by ARMSTRONG CORK CO., LTD., CROWN CORK CO., LTD. (incorporating The Wallis Crown Cork Co., Ltd., and The Fulham Crown Cork Works (1928), Ltd.), and DEFIANT CROWN CORK CO., LTD. Other exhibitors included: W. & T. AVERY, LTD. (scales and personal weighers); BUTLER'S (LONDON), LTD. (machines); DUDLEY & CO., LTD. (displays sets and

stands); THE THOMAS HILL ENGINEERING CO. (HULL), LTD. (machines); JAGENBERG, LTD. (machines); JULES LANG & SON (glassware); UNITED GLASS BOTTLE MANUFACTURERS, LTD. (bottles and containers); VISCOSÉ DEVELOPMENT CO., LTD. (bottle caps); and G. J. WORSSAM & SON, LTD. (machines).

### Society of Apothecaries of London

At the Assistants' Examination, held on October 26, 28 and 29, the following candidates were granted the certificate of qualification to act as an assistant to an apothecary in compounding and dispensing medicines:—

Arundale, B.	Hewens, E. M.	Sutton, M. E. F.
Baxter, R. A.	Howells, M.	Swain, R. S.
Beach, M. N.	T'Anson, M.	Thomas, H. A.
Bee, K. M.	Jones, M.	Thrippleton, J. O.
Budden, E. E.	Kremer, E.	Tompkins, E. G.
Cavanagh, M. M.	Mason, E. H.	Tullett, P. N.
Clark, B. M.	Moore, M. A.	Turnbull, E. R.
Cummings, E. I.	Murchison, C. E.	Wakefield, J.
Davies, E.	Neale, H. M.	Watney, D. R.
Dobson, E.	Paddison, G.	Weedon, D. M.
Dodds, D. V.	Pretty, R. K.	White, Elsa Marjorie.
Edwards, S.	Ripon, G. M.	Williams, E. N.
Everett, J. M.	Roberts, B. M.	Wilson, M. K.
Field, H. M.	Round, D. M.	Winter, E. F.
Garstone, M.	Shearman, E.	Winterburn, E. E.
Gutteridge, P. M.	Sheppard, F. D.	Winterflood, P. L. le M.
Henesey, N. M.	Snow, E. M.	Withington, I. I.

### Contracts

The following tenders have been accepted by the bodies named:—

Blackburn Public Assistance Committee.—C. A. Critchley & Co., Ltd., chemists, drugs.

Grantham Town Council.—B. & J. Fillingham, chemists, drugs, etc.

Madeley Guardians' Committee.—Bates & Hunt, chemists, Ironbridge, sundries.

Much Wenlock Public Assistance Committee.—Bates & Hunt, chemists, sundries.

Peterborough Public Assistance Committee.—Boots, Ltd., drugs.

Southend-on-Sea Town Council. — Hodgkinson, Prestons & King, drugs; J. Bury & Co., dressings.

### Inquests

An inquiry was held at West Ham, on November 1, concerning the death of Hilda Grimwood, aged three months, at a Plaistow hospital. It was stated in evidence that a sister from the out-patient department was asked by the resident medical officer for a 2-per-cent. solution of novocain as an anæsthetic, but inadvertently gave him a bottle of 20-per-cent. cocaine solution. Both bottles were alike in shape and size, but were of different colours, and each was clearly labelled. The coroner said that the case had in it failure of the human element. A verdict of "Death by misadventure" was returned.

### Liverpool

The first dance of the season of the Liverpool Pharmacy Club was held on October 28; over a hundred guests spent a delightful evening.

For the inception of the new session, the Liverpool Branch of the Guild of Public Pharmacists held a dinner and theatre party on October 26. The party met at the North-Western Hotel, where dinner was served, and then proceeded to the Empire Theatre to witness the performance of "The Millionaire Kid." As this function proved to be an unqualified success, another will probably be held later in the session, in addition to the lectures, etc., for which arrangements have been made.

A meeting of the Old Students' Association of the Liverpool School of Pharmacy was held on October 27. Mr. J. Butler, who presided, apologised on behalf of Mr. H. Humphreys Jones, F.I.C., Ph.C., who was unable to attend. A lantern lecture was given by Mr. Clarke (Kodak Fellowship), entitled *The Wonderland of Photography*. A short discussion followed, and a vote

of thanks to the lecturer was proposed by Mr. S. Jones and seconded by Mr. Waterworth. A dance, under the auspices of the Association, will be held at Reece's Café, on November 17; tickets, 5s. each, from the school.

### Miscellaneous

WINDOW-DRESSING AWARD.—At a window-dressing competition held at Bromley, Kent, recently, a second prize was awarded to Mr. P. S. Grant, chemist and druggist, College Road.

FIRE.—There was an outbreak of fire on October 27 at the premises of Ernest Jackson & Co., Ltd., lozenge manufacturers, Crediton, Devon. The blaze was soon under control, and the damage was not of an extensive nature.

LECTURES IN CHEMISTRY.—A course of three lectures on "Atomic Reactions" will be given at King's College, Strand, London, W.C.2, by Professor M. Polanyi (Berlin) at 5.30 p.m. on November 30, December 2 and December 4. The lectures will be delivered in English. Admission free, without ticket.

SPORT.—The following are matches played by teams representing Potter & Clarke, Ltd., manufacturing chemists, recently:—Football, London Business Houses League, Potter & Clarke, A XI, 5 v. Parsons, 0; Potter & Clarke, B XI, 4 v. Southern Railway 0; Potter & Clarke C XI in a friendly match lost 0—3. Netball, girls, London Business Houses League, Potter & Clarke, A, 16 v. Pinchin & Johnson, 12; Potter & Clarke, B, 4 v. Venesta 16.

IN THE COURTS.—At Lincoln, on October 22, Charles Coulson, grocer, Orchard Street, was summoned for having sold vinegar deficient in acetic acid to the extent of 11 per cent. The chairman said that as the deficiency was small the case would be dismissed on payment of 25s. costs.—At Petworth, on October 24, William Charles Adams was fined £2 for stealing cigarettes, value 8s. 11d., from the shop of Mr. L. N. Corden, chemist and druggist, Pulborough. It was stated that in consequence of complaints a police sergeant kept observation, and saw the accused take two tins of cigarettes.

### Scottish Notes

#### Brevities

Mr. J. Rutherford Hill, Ph.C., addressed Dunfermline Rotary Club, recently.

Mr. George Hicks, chemist and druggist, Rothesay, is at present on a visit to Bermuda.

Mr. Frank Page, High Street, Strathmiglo, has applied for a licence to sell agricultural and horticultural poisons.

The Chemistry Museum at St. Andrew's University was damaged by fire on November 3; it was stated that there was no loss in the chemical research laboratory.

Mr. J. B. McDonald, chemist and druggist, proprietor of the firm of P. Strang, 154 High Street, Perth, has been appointed Lord Dean of Guild of the City. Mr. McDonald is one of Perth's best-known business men and has held many public offices. He is at present Provincial Grand Master-Depute of Perthshire East.

Pleading "Guilty" in Dumbarton Sheriff Court, recently, to having embezzled the sum of £9 10s., James Watson, chemist and druggist, Davidson Street, Glasgow, was committed to prison for sixty days. It was stated that prisoner had been placed in charge of a branch shop, and had handed in the first three weeks' cash, but not the fourth week's, and had disappeared.

At Greenock Sheriff Court, recently, Thomas Kyle was charged with a contravention of Section 2B of the Protection of Animals (Scotland) Act, 1912. Accused, it was stated, had been anxious to destroy some cats, and he procured a quantity of strychnine and mixed it with some meat and fish; two dogs were found to have been poisoned. An agent stated that it was on the suggestion of a chemist that accused used the strychnine. A fine of 10s. was imposed.



## Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

### Tuesday, November 10

*Leeds Medical Exhibition.* Opening by Dr. Edmund Welch at 12.30 p.m.

*Pharmaceutical Society of Great Britain*, 17 Bloomsbury Square, London, W.C.1, at 8.30 p.m. First evening meeting of the session. Sir William Willcox (Government visitor to the Society's examinations in London) on "The Practical Relationship of Bacteriology to Pharmacy and its Influence on the Curriculum."

### Wednesday, November 11

*Edinburgh Chemists', Assistants', and Apprentices' Association*, 35 York Place, at 8 p.m. Opening meeting. Mr. J. J. Blackie (president) on "Pharmacopœias: Past and Present."

*Liverpool Chemists' Association*, Royal Institution, Colquitt Street at 8 p.m. Mr. G. L. Clubb on "A Motor Trip to the South of France" and Mr. Alec Rae on "A Visit to Vienna."

*West Ham and Eastern District Association of Pharmacists and Branch of the Pharmaceutical Society*, The Red Triangle Club, Greengate Street, Plaistow, London, E.13. Mr. W. Deacon (member of the Society's Council) on "X-Rays: Their History and Use."

### Thursday, November 12

*Watford and St. Albans Branch of the Pharmaceutical Society*, Malden Hotel, Watford, at 8 p.m. Annual general meeting. Mr. F. W. Adams (assistant secretary of the Pharmaceutical Society) on "Some Observations on Pharmaceutical Education."

## Business Changes

BOOTS, LTD., have opened a new branch at 116 Rushey Green, Catford, London, S.E.6.

FRANCIS HALLAM, LTD., chemists, have removed from 22 High Street, Burton-on-Trent, to 44 High Street.

BOOTS, LTD., have purchased the businesses of Mr. C. H. Davies, Ph.C., 62 and 31 High Street, March.

MR. W. E. HOWDEN, chemist and druggist (proprietor of Wilson's sheep dip) has purchased the business of J. Rawdin & Co., sheep dip manufacturers, Jedburgh, and will continue the manufacture of Rawdin's sheep dip and Rawdin's sheep head ointment at Coldstream.

# Topical Reflections

By Xrayser

### The Election Results

are truly extraordinary, and the one thing clear is that the National Government should experience little difficulty in passing any Bills on which its official advisers have set their minds. Such opportunities for delaying progress as presented themselves in connection with the Pharmacy and Poisons Bill, after it got to the House of Commons, are not at all likely to recur, so that any section of the pharmaceutical community which proposes simply to oppose any similar Bill if introduced will be well-advised to reconsider its plans. As an example of a wise lead in connection with proposed legislation, I would commend the action taken by the North British Executive of the Pharmaceutical Society (*C. & D.*, October 31, p. 532), in deciding to oppose a Bill which was not intended to apply to Scotland. It pays to be ready when one's interests are threatened by anything happening in Parliament. Now would appear to be the time to secure any further modification of the proposals that have troubled us so long.

### Deaths by Poisoning

continue to provide statistics which afford material for serious thought, as shown by your excerpts from the latest report of the Registrar-General for England and Wales (*C. & D.*, October 24, p. 515). Highly important, in my opinion, is the fact of the marked decline in the ratio of accidental poison deaths to total poison deaths, because this tends to prove the value of the precautions taken to avoid accidental misuse of poisons. You show that, whereas total poisonings exceeded accidental poisonings by about 3.4 to 1 in 1913, the ratio had become 6.3 to 1 in 1930, and that last year ranked approximately midway between the years 1924 and 1929. It would be all to the good if the ratio could be still further widened, and it is not likely to be the fault of chemists and druggists if precautions against accidental poisoning are lessened. It should be noted what high figures, comparatively, are recorded for deaths due to poisons, of which the sale is not restricted to chemists and druggists.

### Control by System

may, as indicated by your correspondent who refers to possible disadvantages attending the use of card indexes and other modern business developments

(*C. & D.*, October 31, p. 551), come to mean control of the person who ought to control. In other words, there is always the risk of excessive resort to system resulting in one becoming a slave to system. I agree with your correspondent that time may be wasted instead of saved by the introduction of methods which are too elaborate for a small chemist's business, though it is always wise to keep such records of stock, etc., as will facilitate the carrying on of the business efficiently in the absence of the proprietor. I would also advocate the keeping of a card index for recording the names of new drugs and preparations, with some particulars regarding them—including maker's name, price etc.—as may at any time be called for. If a start be made by copying such particulars from the latest *Chemist and Druggist Diary* on index cards, it is easy to keep oneself up to date by making additions regularly after scanning the pages of the *C. & D.*, week by week. The resulting up-to-date card index will be found invaluable in the practice of pharmacy.

### The Possibilities

in Press advertising have, in my opinion, not been exhausted, although it might seem that the ingenuity of copy writers is becoming stale. I have had considerable interest in watching, during some years, the changes which have taken place in the employment of colour. Three-colour and four-colour block printing, because of its cleverness as a development of photography, has proved a hindrance for some time past rather than a help. I am not sufficiently confident to say whether or no it has been mechanical enterprise that has been lacking or the effect of copy-writing schools upon the originality of designers. Perhaps both are to blame. Your issue of this week is the cause of my making these observations. The cover is a beautiful example of what can be done with a bold colour scheme having a definite association with either the goods advertised or the firm or its locality. Artistic values fail from the advertiser's point of view and baulk him of his aim if they do not adorn his appeal to the buyer. Colour as well as pictures may quite easily swallow up the whole of the beholder's interest in the advertisement. This is very poor and very expensive advertising. I congratulate you upon pointing out a better way.

## Legal Reports

**Action Settled.**—A settlement was announced to Mr. Justice Macnaghten, in the King's Bench Division of the High Court, London, on November 4, of the action of Arcos, Ltd., v. Carnegie Brothers. Mr. F. van den Berg, K.C., who appeared for Arcos, Ltd., stated that the action had been settled on terms which were endorsed on counsels' briefs. Mr. H. G. Robertson, for Messrs. Carnegie, agreed to the terms of settlement which were approved by Mr. Justice Macnaghten. The terms were not made public.

**Injunction Granted.**—In the Chancery Division of the High Court, London, on October 29, Mr. Justice Clauson had before him an action by Beauté, Ltd., Old Bond Street, W.1, against Philip Metz, Old Bond Street, for an injunction restraining infringement of trade mark in respect of certain toilet preparations. The defendant did not appear and was not represented. Mr. Shelley, for the plaintiffs, said the mark consisted of the picture of a woman. The goods were made abroad by the same manufacturer, who by arrangement put the plaintiffs' mark on the goods sent to them. The defendant had succeeded in getting hold of some goods presumably intended for the plaintiffs. His lordship granted the injunction, with an inquiry as to damages and costs.

**Inferior or Adulterated Petrol.**—At Salford Police Court, on October 31, Joseph Plate, trading as the Richmond Motor Co., was fined £2, with £21 costs, for selling as the product of the Power Petroleum Co., Ltd., petrol which was not Power petrol, but was an inferior or adulterated product. Mr. R. Lambert Parry, barrister, appeared for the prosecution, and Mr. King, solicitor, for the defendant, who pleaded "Not Guilty." Evidence was given by a representative of the Power Petroleum Co., Ltd., as to seeing the delivery of spirit to the Power Petroleum Co.'s pump tank on the defendant's premises, and as to purchasing some of the petrol and sending it for analysis. Mr. Cohen, analyst to the Medway Oil & Storage Co., said the petrol was not Power petrol, but an inferior spirit or one adulterated with kerosene. Mr. Lambert Parry asked for substantial costs, as the Power Petrol Co., Ltd., had been put to considerable expense.

**Methylated Spirits and Ether Regulations (N.I.).**—At Ballymena, co. Antrim, on October 30, Mr. Joseph Dougherty, R.D., Ballymoney Street, was summoned in eight cases arising out of the sale of methylated spirits for failing to satisfy himself as to certain signatures on written orders on July 1 and July 22. There were also four summonses against Mr. Marshall Glasgow, grocer, Market Road, in connection with the sale of the spirits to his customers by falsely representing the quantities required. Mr. Adrain, for Mr. Dougherty, said the cases related to only two dates, and his client was prepared to plead "Guilty" and offer an explanation. His brother, who was his assistant, was in charge at the time, but was not with him now. Mr. Glasgow was a grocer and went round with a motor-van, and when he ordered the spirits the brother had no reason to question it. Mr. Dougherty had now gone entirely out of the methylated spirit business. The chairman said it was just as well that Mr. Dougherty had given up this part of his business, for he was obviously not a person who should have a methylated spirit licence. The Bench were satisfied that the defendant Glasgow was carrying on a business for which a licence was required, and that his evidence was not in the least to be relied upon. The magistrates convicted in each of the cases against Mr. Dougherty, and imposed a fine of 20s., with costs, in each. In the charge against Mr. Glasgow they convicted in three, imposing fines of £4, £2 and £2, with costs, respectively.

**A Dentist's Title: Appeal.**—In the Court of Appeal, London, on October 29, the Master of the Rolls and Lords Justices Lawrence and Romer heard an appeal against the grant of an injunction restraining Mr. Wilfred Henry Weeks, dentist, Prince of Wales' Road, Norwich, from using the description "dental surgeon" (C. & D., August 1, p. 142). Mr. Weeks, who was

registered under the Dentists Act, 1921, but practised for some years before that date, contended, through Mr. Alexander Grant, K.C., that he was entitled to describe himself as "dental surgeon," and appealed on the ground that the use of the term did not, in the mind of reasonable ordinary men, connote the possession of a degree. Any man registered under the Act of 1921 was entitled to practise dental surgery, counsel submitted, and was, therefore, entitled to call himself "dental surgeon." Without calling upon Mr. Gavin Simonds, K.C., to reply for the British Dental Association, the Master of the Rolls said he agreed with the judgment of Mr. Justice Farwell, both in its reasonings and conclusions. The word "surgeon" expressed a distinct qualification, and the only issue was whether it suggested a qualification which the defendant did not possess. The question must be what the expression meant to those instructed and educated with a knowledge of such matters. The use by the defendant of the expression "dental surgeon" was calculated to suggest the possession of a qualification not in fact possessed. The appeal would, therefore, be dismissed. Lords Justice Lawrence and Romer agreed, and the appeal was dismissed, with costs. A stay of injunction was granted for one month with a view to further appeal.

**Adulterated Vanillin.**—In the Mayor's and City of London Court, on November 3, an action brought by O. Murray & Co., Ltd., Mark Lane, E.C.3, against L. Saper, Duke Street, Bishopsgate, was heard before Judge Shewell Cooper. The plaintiffs, who were represented by Mr. R. Lambert Parry, barrister, claimed for the return of money paid for seven 28-lb. tins of vanillin, which they alleged was adulterated with from 75 to 80 per cent. of sugar. Mr. J. Buckle, manager of the essential oil department of the plaintiff firm, proved the purchase and put in an invoice for "vanillin 100 per cent. ex clove oil." Witness said they had sold three tins, which were returned with a complaint that the vanillin was adulterated. Samples were drawn from seven of the nine tins delivered, two having been taken back by the defendant, who said he had sold them, but had not paid the money so obtained back to the plaintiffs. Mr. Ernest J. Parry, B.Sc., F.I.C., gave evidence of having analysed the seven samples submitted to him. All of these were grossly adulterated with sugar, the vanillin being only present to the extent of from 19 to 25 per cent. Evidence of market price was given. The defendant, who conducted his own case, said that he was a traveller representing a firm, but from time to time came across special lines which he offered on his own account. In this case he had taken two tins back, which he had sold to the firm he represented, and had asked for two further tins, and offered his cheque for the first two tins he had had back. He gave no guarantee that the product was 100 per cent. pure. The Judge: But look at your own invoice. He agreed that if Mr. E. J. Parry said the samples were adulterated with sugar, it was so. He suggested the possibility that the plaintiffs could have added the sugar. Mr. Lambert Parry recalled Mr. Buckle to say that the tins were unopened as to four tins which had not been sent out, when sampled by him in the presence of Mr. Prior. The defendant was asked by counsel for his present address. On giving this he was shown a registered letter which had been addressed to him at that address by the solicitors in this action, and asked to explain how it was that it was returned by the Post Office. Judgment was entered for the plaintiffs for £128 13s., with costs.

## Gazette

### Bankruptcy Acts

#### RECEIVING ORDER AND ADJUDICATION

LANGLEY, A., 5 Waverley Grove, Southsea, Portsmouth, and lately carrying on business at No. 2 Shop, Southsea Castle Tea House, Southsea, medical dispenser and confectioner.



## New Companies and Company News

**P.C. means Private Company and R.O. Registered Office.**

**A. E. CRITCHLEY (CHEMISTS), LTD. (P.C.).**—Nominal capital £300. Objects: To carry on the business of chemists and druggists, etc.

**HAYES & HAYES, LTD. (P.C.).**—Capital £600. Director: Isabella C. Hayes, Main Street, Dundrum, co. Dublin, pharmaceutical chemist.

**S. EDWARDS & SON, LTD. (P.C.).**—Nominal capital £4,000. Objects: To take over the business of a chemist, etc., carried on by Leah Edwards at Godalming.

**BENEDICT & CO., LTD. (P.C.).**—Capital £500. Objects: To carry on the business of manufacturers, merchants and packers of and dealers in food products, patent goods and medicines, toilet preparations, etc.

**GENERAL AND MEDICAL DEVELOPMENT CO., LTD. (P.C.).**—Capital £100. Objects: To carry on the business of proprietors of clinics, hospital, nursing homes, surgeries, etc. A. M. Doughly, 15A Palmeria Mansions, Hove.

**BERTRAM DIX, LTD. (P.C.).**—Capital £100. Objects: To carry on the business of skin and beauty specialists, hairdressers, manufacturers of and dealers in toilet preparations and requisites, etc. R.O.: 7 Greyhound Hill, Hendon.

**INTIMATE BEAUTY CULTURE, LTD. (P.C.).**—Capital £100. Objects: To carry on beauty culture in all its branches, and that of face massage, face lifting, hair-dressing, etc. Solicitors: Horner & Horner, 33 Chancery Lane, W.C.2.

**W. O'SULLIVAN, LTD. (P.C.).**—Capital, £500. Objects: To carry on the business of chemists, druggists, oil and colourmen, importers and manufacturers. The directors are: Miss Lucy O'Sullivan, 4, Carrigside, College Road, Cork; Mrs. Emma McEwing, 4, Carrigside, College Road, Cork.

**LAWES' CHEMICAL MANURE CO., LTD.**—Report to June 30 shows net profit of £1,515 against a loss of £4,205 for the previous year. In view of the continued uncertain position of foreign trade generally, the directors recommend that £595 be transferred to reserve against loss on exchange, making this reserve £2,000 and £919 carried forward.

## Private Arrangements

**F. Gould, 252 Chorley Old Road, Bolton, chemist and druggist.** The creditors were called together recently, in Bolton, when a statement of affairs was submitted, which disclosed liabilities of £1,324 3s. 4d., of which £312 13s. 2d. was due to the trade, and the balance to cash creditors. There were fully secured creditors for £651 10s., who held securities valued at £761 10s. The assets consisted of cash in hand, £8; book debts, £14; stock in trade, £450, valued at £150; fixtures and fittings, estimated to produce £50, and surplus from fully-secured creditors £100, making total assets of £322, from which had to be deducted £13 18s. 10d. for preferential claims, leaving net assets of £308 1s. 2d., or a deficiency of £1,016 2s. 2d. The creditors decided that a deed of assignment should be executed in favour of Mr. J. Barlow, as trustee, with a committee of inspection consisting of the representatives of Messrs. C. A. Critchley & Co., Ltd., Waller & Riley; and Mr. Parkin S. Booth, of Liverpool. The following are creditors:—C. A. Critchley & Co., Ltd., £46; Waller & Riley, £11; Ayrton, Saunders & Co., Ltd., £19; R. Sumner & Co., Ltd., £11; Evans Sons Lescher & Webb, Ltd., £25; Johnson & Johnson, £26; James Woolley, Sons & Co., Ltd., £22; J. M. Fairbairn, Ltd., £24.

## Stock Exchange Prices

£1 Shares unless otherwise stated	Dec. 30, 1930	Sept. 29, 1931	Oct. 31, 1931
	s. d.	s. d.	s. d.
Allen & Hanburys 7% Prefd. Ord.	21 6	21 0	21 0
Analgl. Dental Co., 8% Prefd. Ord.	19 0	17 6	18 0
Deferred 5s. ..	3 3	2 9	3 6
Apollinaris and Johannis, Ord. £1 ..	6 0	3 6	4 6
Ayrton, Saunders & Co., 7½% Pref.	14 6	11 3	11 3
Beechams Pills, Deferred 1s. shares	2 6	1 9	2 0
Benger's Food, Ord.	30 6	27 6	28 3
Boake (A.), Roberts & Co., 5% Pref.	16 3	15 6	16 3
Boots Pure Drug Ord. ....	111 3	111 3	117 6
Boots Pure Drug, 7% "A" Prefd. Ord.	23 6	23 9	23 9
Boots Cash Chemists (S.), 6% "A" Pref.	21 6	21 9	21 9
Borax Consol., Dfd. Ord. ....	10 0	7 6	9 6
Bovril, 6% Pref. .. ..	23 0	21 6	20 6
Ord .. ..	25 0	22 6	21 3
Dfd. ....	37 3	34 0	35 0
British Cyanides, Ord., 2s. shares ..	1 9	0 7½	0 10½
British Drug Houses, The, Ord. ....	17 0	13 9	15 0
British Oil and Cake Mills, Pref 1. Ord.	27 6	24 0	28 6
British Oxygen, Ord. ....	24 0	13 6	18 0
British Photo. Indus., 6% Cum. Pref.	15 6	8 9	10 0
Bush (W. J.) & Co., 5% Pref. £5 ..	63 0	57 6	57 6
Cadbury Bros., 6% Pref. ....	23 3	24 0	23 9
Callard, Stewart & Watt, Ord. ....	27 6	20 0	16 3
Crosfield (Joseph) & Sons, 6½% Pref.	21 6	20 6	20 9
Drug Incorporated (no par value) ..	\$62	\$74	\$75
Dubarry Perfumery, Ord. 1s. ....	6 0	3 9	4 0
7½% Pref. ....	20 0	17 6	17 6
Eastman Kodak Com. (no non. value)	\$149	\$135	\$141
Evans Sons Lescher & Webb, Ord.			
6s. 8d. shares	3 6	2 3	2 3
6% cum. part. Pref.	4 9	2 9	2 9
Field (J. C. & J.), Ord. ....	11 3	12 6	12 6
Galloway (P. H.), Ord. 2s. ....	2 9	2 3	2 6
7½% Cum. Pref. ....	21 0	19 9	20 0
Gossage (William), 6½% Pref. ....	21 3	20 0	20 0
Grout & Co., Ord. ....	15 0	12 0	20 0
Heppells, 7% cum. part. Pref. ....	3 0	—	—
Hodders, Ord. 1s. ....	0 6	0 1½	0 1½
Idris & Co., "A" Ord. ....	20 9	20 0	20 0
Ilford, Ltd., Ord. ....	46 3	20 0	23 0
6% Pref. ....	20 6	20 0	18 3
Imperial Chemical, 7% Pref. ....	21 9	18 6	20 9
Ord. ....	18 0	14 6	18 3
Dfd. 10s. ....	5 0	3 7½	5 10½
Intern. Sponge Importers 6% Pref.	10 0	7 6	8 9
Kont (G. B.) & Sons, 5½% Pref. ....	10 6	5 7½	6 3
Knight (John), 25% Prefd. Ord. ....	67 6	65 0	65 0
Laporte (B.) & Co., Ltd., Ord. ....	19 0	18 0	18 0
Lever Bros., Ltd., 7% Pref. ....	22 9	21 3	22 9
8% Pref. ....	22 9	20 0	22 6
20% Prefd. Ord. £1 ..	12 0	40 0	46 0
Lewis & Burrows, Ord. ....	28 9	25 0	26 3
6% Pref. ....	17 6	16 0	16 6
Liebig's Ext. of Meat, Ord. £5 ..	£14½	£9	£8½
Mellin's Food, 6% Pref. ....	2 6	2 0	2 0
Nathan (Joseph) & Co., 7% Prof. ....	17 0	13 9	13 9
8% Prefd. Ord. ....	8 0	5 0	5 0
National Drug and Chemical Co. of Canada, 6½% Pref. ....	2 0	2 3	1 9
Now Transvaal Chemical Co., 6% Pref.	20 0	20 0	20 0
8% Pref. ....	22 9	23 0	22 6
Phosferine (Ashton) & Parsons 8% cum. part. Ord. ....	11 3	8 3	8 9
Salt Union, Ord. ....	31 3	15 0	28 0
Pref. ....	32 6	25 0	27 6
Sangers, Ord. 5s. ....	8 3	7 4½	7 7½
"Sanitas," The, Co., 9% Pref. ....	25 0	21 3	21 3
Sanitas Trust, 10% part. Pref. ....	22 6	22 0	22 0
Schwepes, Ltd., Ord. ....	31 6	22 6	23 9
Dfd. ....	32 6	20 0	22 6
Smith (Stephen) & Co. Ord. 5s. ....	6 0	5 6	6 0
Solidol Chem. Co., Ord. 1s. ....	0 2	0 1½	0 1½
Southall Bros. & Barclay, Ord. ....	103 6	107 6	110 0
5% Pref. ....	19 3	19 6	20 0
Spratt's Patent, Ord. ....	48 0	47 6	50 0
Stevenson & Howell, 6½% Cum. Pref.	17 6	16 9	16 9
Taylor's Cash Chemists (Lon.) 1s. Dfd.	1 6	0 5½	0 10½
Taylor's (Cash Chemists) Trust, 7½% Cum. Pref. Ord. ....	18 9	9 0	12 6
1s. Dfd. ....	1 10½	0 10½	1 1½
United Glass Bottle Man., 6% Mt. Deb. Stk., £100 .. ..	£103	£100	£100
Veno Drug Co., 8% Pref. ....	15 0	9 0	12 6
Virol, Ltd., Ord. ....	65 0	27 6	27 6
7% Pref. ....	21 3	20 6	21 3
White (A. J.), Ltd., Ord. 10s. ....	12 6	11 9	12 6
White (Timothy), 7½% Profd. Ord.	21 0	13 9	18 6
1s. Dfd. Ord. ....	1 10½	1 3	1 4½
Wright Layman & Umney, 6% Pref.	20 7½	20 0	20 0

## Retail Pharmacists' Union

MEETINGS of the Executive of the Retail Pharmacists' Union and Chemists' Defence Association were held at 4 and 5 Queen Square, London, W.C.1, on October 29, Mr. W. H. Clubb in the chair.

### FLUCTUATING PRICES

The Executive considered the question of how members could be helped in regard to the difficulties in which they were often placed, owing to the fluctuation of prices. It was decided to publish in the R.P.U. Supplement a list of the foreign preparations in most general use, giving recent alterations in the cost prices. Among other subjects dealt with were the incidence of the medicine-stamp duty, the notices to be given by firms changing the prices of proprietary articles, and a communication regarding National Mark malt and oil.

### N.H.I. TARIFF

The Executive considered a report upon the replies which had been received from the Pharmaceutical Committees regarding the suggestion of the Ministry that, in the interests of economy, the N.H.I. tariff should be published only twice a year. In view of the opinions expressed by the large majority of the Committees, it was decided to agree to the publication of the tariff twice a year, in April and October. The Executive also directed that the Ministry be asked to instruct Insurance Committees to send out the tariff only to chemists in their own administrative areas.

The Ministry of Health also suggested that considerable economy might be effected in the pricing offices by scaling down the reports upon the investigation of prescribing. The Executive agreed to this suggestion on the assurance of the Ministry that the reduction would give the same effective control.

The Executive received a report upon the methods adopted by the Ministry in collecting and tabulating data in connection with the new Regulations arising out of the Advisory Committee's report upon drug definition, and it was decided to agree to the Ministry's proposals in regard to the instructions to be given to the pricing bureaux for the collecting and scheduling of the necessary data.

### C.D.A. Matters

The secretary reported that of the seven cases outstanding since the last meeting of the directors, one might be considered closed, and settlements had been effected in the two following cases:—(1) Illness caused by medicine owing to wrong dose given on label; claim settled by payment of £20. (2) Injury to eyes caused by wrong eye drops supplied; claim settled by payment of £9 18s. 6d. Seven new cases had arisen during the month, of which three had been settled as follows:—(1) Illness to dog caused by wrong tablets supplied; claim settled by payment of £1 8s. (2) Oil of amber supplied for almond oil; claim settled by payment of £2 10s. (3) Car damaged by cycling errand-boy; claim settled by payment of £4 7s. 6d.

The secretary reported that legal advice had been given to members upon a large variety of subjects, that sixteen analyses had been undertaken for members during the month under the "free" arrangement, and that the action against the Minister of Health had been postponed *sine die* by arrangement with the solicitor for the Ministry.

### Branch Meetings

**Birmingham.**—The following officers have been elected by the Birmingham Branch for the ensuing year:—*Chairman*, Mr. C. V. Thompson; *Vice-Chairman*, Mr. W. J. Izon; *Treasurer*, Alderman J. Poole; *Auditors*, Mr. T. Newey, jun., and Mr. A. E. Southerton; *Secretary*, Mr. D. J. Rushton.

**Devon.**—The annual meeting of the Devon Branch of the Retail Pharmacists' Union was held on Octo-

ber 21. The annual report and financial statement were adopted, and the following officers were elected:—*Chairman*, Mr. A. C. Milton; *Vice-Chairman*, Mr. W. A. Burnage; *Treasurer*, Mr. W. R. B. Arnold; *Auditor*, Mr. J. Harris; *Secretary*, Mr. F. Southerden; *Committee*, Messrs. F. E. Battershill, G. A. Clarke, M. T. Foster, W. E. Hollows, J. W. Lake, A. J. Merrifield, I. R. Phillips, P. F. Rowsell and W. J. Shepperd. A discussion on Local Organisation was opened by Mr. W. R. B. Arnold, who suggested that the members in each town should be constituted a subcommittee responsible to the Branch for dealing with purely local matters, such as closing hours, rota, etc. The pricing of imported proprietaries was also discussed, and it was felt that the absence of authoritative knowledge in fluctuations at the present time and of any approved policy of adjusting retail prices was detrimental to the general interest. The secretary was instructed to circulate price alterations as far as possible, and it was resolved that the R.P.U. Executive be requested to consider circulating such changes weekly to branch secretaries for the information of members.

**Warwickshire.**—The Warwickshire Branch met on October 22. Letters in connection with the local correspondents' scheme and co-operative society's action in allowing dividends on P.A.T.A. articles were submitted, and the secretary was instructed to make further inquiries. Correspondence was read in reply to protests made against the sending of goods on sale or return without authority from the retailer, and it was decided to take no further action for the present. R.P.U. supplements were discussed, in particular sale of orange quinine wine, unordered goods, directory advertisements, etc. A meeting was announced to be held at 3 p.m., on November 12, at the Town Hall, Leamington Spa, when Mr. Hugh N. Linstead (secretary and registrar of the Pharmaceutical Society) will give an address.

## Dublin and Provincial Retail Drug Association

### Annual Meeting

THE annual general meeting of the Dublin and Provincial Retail Drug Association was held on October 12, Mr. J. T. Dwyer (outgoing president) in the chair.

### STATEMENT OF ACCOUNTS

Mr. G. A. McLEAN LEE (treasurer) submitted the financial statement showing a credit balance of £58 3s. 7d. He thought that was very creditable. The funds of the Association now stood at £1,044 10s. 9d.

Mr. JOHN SMITH moved the adoption of the accounts. He was sure, he said, that the members of the Association had only to realise the work that had been done for their benefit by the Association to come to the annual meeting in greater numbers and give the president, the secretary, and the treasurer credit for all that was being done for them. He referred to the fact that there was a decrease of about £80 in the balance for the year, as compared with the previous year.

Mr. McLEAN LEE explained that that was due to the fact that in 1929-30 no price list had been published.

Mr. H. J. SUMNER, in seconding the adoption of the accounts, said they reflected great credit on their treasurer. The accounts were unanimously adopted.

### PRESIDENT'S ADDRESS AND REPORT

The PRESIDENT, in the course of his address, stated that twenty-three meetings of the committee had been held during the year. The membership of the Society was now 317, an increase of ten over the previous year. There had been 202 letters dealt with during the year, and 307 price changes had been issued. He



had made reference to trading stamps last year. He thought everybody had now dropped them. In June, Mr. Duggan and himself were invited to meet their southern friends at Tramore, and, as usual, they had a very enjoyable time there. A little later their Roscrea friends asked him down there. It was quite a treat to see the harmony that prevailed in the whole district around there. Price-cutting did not seem to be so prevalent this year—at least they had not so many reports on the subject. They were suffering from the depression of trade which existed all over the world. He thanked the members of the committee for the help they had given him during the year. (Applause.)

Dr. WALSH proposed a vote of thanks to Mr. Dwyer. A good deal of this good work might be attributed to Mr. Dwyer personally.

Mr. WARWICK said he had great pleasure in seconding the vote of thanks. It was typical of Mr. Dwyer that whatever he did he put his whole heart and soul into it. The vote of thanks was adopted unanimously.

Dr. WALSH said they were all delighted that Mr. Dwyer had been elected on the Council of the Pharmaceutical Society, and they offered him their congratulations. (Applause.) They were satisfied that he would be an ornament to the Council as he had been to the Association.

Mr. SUMNER said he thought it was the Pharmaceutical Society that was to be congratulated on having their president on the Council.

The PRESIDENT said he would not be human if he did not feel pleased at the nice things that had been said of him. He intended to be, if he possibly could, a useful member of the Council of the Pharmaceutical Society.

#### RE-ELECTION TO COMMITTEE

On the motion of Mr. WARWICK, seconded by Mr. APLIN, the following members of the Committee, who retired by rotation, were re-elected:—Sir Thomas Robinson (Dublin); Mr. P. Liston (Limerick); Dr. J. A. Walsh (Dublin); Mr. A. R. Lester (Cork); Mr. D. M. Watson (Dublin); Mr. J. D. Blair (Cork); and Mr. Arthur Pitt (Waterford).

Mr. CAHILL stated that he had two candidates to propose for election to the Committee but he found that it was necessary that he should give fourteen days' notice. He considered this too long.

After a discussion, it was agreed that in future a special notice should be sent to members a month before the election, so as to give them an opportunity of proposing candidates.

The meeting discussed the questions of price-cutting in county districts, and closing hours in Dublin.

#### APPOINTMENT OF OFFICERS

At a meeting of the Committee held subsequently, the following officers were elected:—*President*, Mr. James Duggan; *Vice-President*, Mr. T. C. Scott; *Treasurer*, Mr. G. A. McLean Lee; *Auditor*, Mr. R. G. Campbell; *Secretary*, Mr. R. J. Kidney, F.S.A.A.

## Association Meetings

**Brighton.**—The annual meeting of the Brighton and Hove Association of Pharmacy was held on October 30; there was a record attendance of forty-four members. The retiring president (Mr. A. J. Franklin), in a short *résumé* of the activities of the Association, mentioned that its birth dated from 1862; it was stronger now than ever before. The following officers were elected:—*President*, Mr. K. Padwick; *Vice-Presidents*, Messrs. A. J. Franklin, F. W. Burgess, J. E. Vickers and J. A. Dyson; *Treasurer*, Mr. H. R. Gwatkin; *Librarian*, Mr. H. B. Mackie; *Secretary*, Mr. E. Beckwith; *Assistant Secretary*, Mr. F. J. Flatman; *Committee*, Messrs. H. A. Banks, D. Foster, Edgar Jones, J. Plowright, A. Grey, F. A. Thomas and E. A. Proctor. The secretary reported on the sound position of the Association. A

sum of £5 5s. was voted to the Society's Benevolent Fund and £2 2s. to the newly-formed Brighton and Hove Junior Association of Pharmacy. Mr. Edgar Jones gave some interesting facts and figures in connection with National Health Insurance work, and Mr. D. Foster of the activities and progress of the Photographic Dealers' Association.

**Edinburgh.**—The annual business meeting of the Edinburgh and District Chemists' Trade Association was held on October 26, Mr. James Adamson (president) in the chair. The president gave a brief account of the Association's work during the session, and the treasurer's report was read and adopted. Officers were elected for the ensuing session as follows:—*President*, Mr. John M. Chalmers; *Vice-President*, Mr. John Meredith; *Secretary*, Mr. John R. Wilson, 162 Easter Road, Edinburgh; *Treasurer*, Mr. George Hedderwick.

**London (W.).**—A joint meeting of the Western Pharmacists' Association and the West Metropolitan Branch of the Pharmaceutical Society was held at Stewart's Restaurant, 50 Old Bond Street, W.1 (the new headquarters of the Association), on November 3, the president (Mr. G. W. Evans) in the chair. Several members of the National Association of Women Pharmacists accepted an invitation to attend, and the gathering numbered about 200. After routine business the chairman introduced Mr. Lloyd Richards, Captain Round, Mr. A. Lawson and Mr. M. Raven (Stoll Picture Productions, Ltd.), who jointly gave a lecture and demonstration on *The Production of a Talkie Film*. Mr. Richards outlined, in a pleasantly informal style, the general problems confronting makers of films, and showed specimens of materials used. Captain Round followed with an account of the rise of the cinematograph industry from the time of Edison's early experiments in the combination of picture and sound. About the year 1912 came the discovery of the amplification of the vacuum valve, which was used in wireless telegraphy and then in radio telephony. The introduction of music into broadcasting programmes necessitated the closer study of the reproduction of sound. One of the first results was the impetus given to the gramophone industry; the first talking film exhibited in London was worked with a gramophone record. Now all the recording was done on films. Pictures, speech and music were recorded separately, then patched together so as to give a synchronised record, and finally sub-edited according to the result desired. The remainder of the evening was devoted to demonstrations with apparatus and to the answering of numerous questions. A cordial vote of thanks, acknowledged by Mr. Richards, concluded a successful event.

**Public Pharmacists.**—The winter session of the Guild of Public Pharmacists opened with a meeting on October 21, when Mr. G. R. Boyes gave an illustrated address on *The Processes of Biological Assay*. The president (Mr. R. W. Lindsey) occupied the chair. Mr. Boyes spoke of the growing importance of biological standardisation, and said that the accordance of official recognition to assay of this character by the Therapeutic Substances Act, would be strengthened by the inclusion of biological test processes in the next Pharmacopoeia. He outlined many of the modern methods employed in the standardisation of serums, endocrine substances and miscellaneous drugs. Questions followed the lecture. A hearty vote of thanks to the lecturer was passed on the proposition of Mr. A. H. Jenkin, seconded by Mr. J. W. Peck.

**A MACHINE-GUN CORPS?**—"An official of the Derbyshire Insurance Committee told a 'Derby Telegraph' representative to-day that the chemists who dispensed the machines would also share the 'cut.'"—"The Derby Daily Telegraph."

**HULL AS A MANUFACTURING CENTRE.**—Illustrated pamphlets setting forth the advantages of Hull as a manufacturing and distributing centre are being sent out by the City of Hull Development Committee. The secretary of the Committee is the town clerk, to whom inquiries should be addressed.

## Cancer Research

By Thomas Maben, Ph.C.

SOMETHING wonderful has happened. At last the dread disease of cancer seems in a fair way of being cured; and if it can be cured, we shall be more than half way on the road to its prevention. During the past twelve years this loathsome disease has carried off 500,000 people in this island alone; and the terrible tragedy is that the death-rate has been mounting up with increasing speed. Twenty years ago the deaths from cancer exceeded 35,000, ten years ago they were over 43,000, and two years ago they were close on 50,000. Even more dreadful than the actual deaths are the accumulated horrors of the hopeless melancholy, the profound cachexia, the frequent attacks of uncontrollable hæmorrhage and the offensive discharges that are usually the accompaniments of the disease.

Every few years there comes the announcement that at last we are on the track of the invader; but how often have we been disappointed! If the wonderful story told in "The British Medical Journal" of October 31 by that brilliant young Canadian, Dr. William Susman, whose work in Manchester has been so remarkably successful, is substantiated by the experience of other workers, then we are on the road. Dr. Susman's treatment consists in the injection of pituitrin and theelin, the former being the well-known extract of the posterior pituitary, and the latter the crystalline ovarian follicular hormone recently isolated by Dr. Doisy, of St. Louis University.

### A Personal Experience

Some ten years ago a highly interesting experience fell to my lot. This came about as the result of an invitation from the medical superintendent of the Southmead Poor-law Hospital, Bristol, the late Dr. J. H. Norgate, to witness the results of the injection of pituitrin in cases of cancer, and to see a number of patients who were being treated by this method. Many cases of incurable and inoperable cancer drift into the wards of a large poor-law hospital, and at the time I speak of as many as 100 cases had been received during one year at Southmead. During my visit to Southmead I had the opportunity of seeing the actual injection of a patient and of conversing with others under treatment, all of whom spoke of the wonderful effect produced by the injections. Dr. Norgate subsequently published in 1922, in "The British Journal of Surgery," a paper giving the results of the treatment of thirty-seven cases of carcinoma by pituitrin. All of these cases were sent to the hospital as "inoperable and incurable." Many such lives had been prolonged for a year, and the wonderful thing was that all the patients I talked with were cheerful and hopeful; they enjoyed walking in the grounds, and all of them were anxious for the continuance of the injections. Three of the thirty-seven patients had been successfully operated on and had gone home cured.

Dr. Norgate gave a detailed account of the treatment of one case, with coloured illustrations showing the effect of the injection of pituitrin. A railway porter had been admitted with a history of eighteen months' illness from cancer in the jaw, which had been pronounced by two hospitals inoperable and incurable. Two days after admission he bled profusely from the mouth, but on injection of 1 c.c. of pituitrin into the growth hæmorrhage stopped at once. During twenty-one months he had one or two injections every week. Only two further hæmorrhages occurred—one when the needle was inserted inadvertently into the inferior dental artery, and the second in the week before he died; in both cases they were at once relieved by an injection. The patient gained weight, and was able to eat solid food up to a month before his death. He had been up and about the grounds for quite twelve months, and enjoyed life, being very bright, cheerful and hopeful. Each injection was followed with acute pain down the spine, but this lasted only a few minutes. Notwithstanding these remarkable results, Dr. Norgate was well aware

that the disease had not yet been conquered; his own declaration was:—

"No claim can be made that pituitrin is a cure for cancer, for it only delays the growth by cutting off the blood supply for a limited time; but as a general tonic to the system, as a great antagonist to cachexia and its attendant distress of mind and body, and as an agent in producing a remission for a time of the 'last sentence' which we know must irrevocably be carried out, its value is great. This prolongation of life for a year or more in patients who might have been expected to live about a month has been of great interest; it has given me encouragement to hope that further experiments may lead to the unlocking of the hitherto closed door that leads to the cure of cancer."

Unfortunately Dr. Norgate does not appear to have left any record of his subsequent work; but what he did has pointed the way to other workers, and it has now fallen to the lot of Dr. Susman to carry forward what he and others began. It is earnestly to be hoped that his discovery will solve the great problem of the cure of carcinoma. It must be a considerable gratification to pharmacists that Dr. Susman specially refers to the assistance received in connection with the work from Dr. Stanley White, a quondam pharmacist, now head of the medical and scientific department of Parke, Davis & Co. in London.

## Merchant Ships' Medical Scales

THE Board of Trade has issued a pamphlet (Stationery Office, 9d.) setting forth revised scales of medicines, medical stores, and instruments for merchant vessels. These scales supersede those issued in July 1929 (*C. & D.*, 1929, II, 261; 1930, II, 65); they come into force for new ships as from September 18 last, and for other ships on January 1, 1933. Scale I, which replaces the previous Scales I and II, applies to all ships required by law to carry doctors. Scales II and III are the previous Scales III and IV, with the exception of a few minor amendments. Instruments already in stock under earlier specifications will not be rejected, but those added or renewed must comply with the current Scales. Scale I (omitting quantities and explanatory notes) is as follows:—

### Drugs

Acidum acetylsalicylicum (in 5-gr. tablets), acidum boricum (in powder), acidum carbolicum liquefactum, acidum hydrochloricum dilutum, acidum picricum, acidum phosphoricum dilutum, acidum salicylicum, acidum sulphuricum dilutum, acidum tannic. with 0.8 per cent. acriflavine (in packets of gr. 110, each to make 1 pint of solution), adrenalin chloride (1 in 1,000 solution), ammonii carbonas, amyl nitrus (in 5-m. capsules for inhalation), amyllum, anti-T.A.B. vaccine in 10-c.c. vials, aqua destillata, argenti nitras induratus (in points), bismuthi carbonas, borax, calamina preparata, calcii hydras, calcii oxidum (in sealed  $\frac{1}{2}$ -lb. tins), calf lymph, glycerinated (in five-dose tubes), camphor and ether in oil (in ampoules of 1 c.c., containing 3 gr. of camphor), chlorbutol (in 5-gr. tablets), chloroformum (in amber coloured 2-oz. ampoules), cocain. hydrochlor., 0.5 per cent. in ol. ricin. with hydrarg. perchlor. 0.33 per cent., collodium flexile (methyleated), cremor bismuthi (for injection; 0.1 gr. in 1-c.c. in ampoules of 1 c.c.), diphtheria antitoxin (in concentrated serum containing not less than 1,500 units per c.c.), disinfectants—commercial carbolic or cresylic acid disinfectant of approved quality, crude stabilised chloride of lime of approved quality in 10-lb. tins, or sodium hypochlorite solution of approved quality, stabilised chloride of lime for sterilisation of drinking water (in  $\frac{1}{2}$ -lb sealed tins), elixir acetomorphinæ et terpinii (B.P.C.), emetine hydrochloride (tablets of gr.  $\frac{1}{2}$  in tubes of 20), emplastrum belladonnæ (7 $\frac{1}{2}$  in.  $\times$  5 in.), ephedrine hydrochloride (in  $\frac{1}{2}$ -gr. tablets), ether, ether purum (in sealed containers for anaesthesia), ethocain. hydrochlor., B.P.C., in 2 per cent. solution in 2-c.c. ampoules, ethyl chloride 50-gr. tubes, or alternatively, Hewitt's nitrous oxide gas apparatus with 2 face pieces (adult and child) and 3 Hewitt's mouth props, and nitrous oxide gas cylinders (50-gallon), extractum cascariæ sagradæ (2-gr. tablets uncoated), ferri et ammonii citras, formaldehydo in tablets for fumigation, with 2 suitable lamps, glucose (pure medicinal), glycerinum, glycerinum acidi tannici, hexamine (in 5-gr. tablets), hydrargyri subchloridum (in 1-gr



tablets), hydrargyri subchloridum (in 1/6-gr. tablets), hydrargyri perchloridum (8.75 gr. in tablets each making 1-1,000 solution in 1 pint of water), hydrargyrum cum creta (in 1-gr. tablets), hypodermic tablets—apomorphine hydrochloride 1/20-gr., atropine sulphate 1/120-gr., diamorphine 1/12 gr. in tubes of 20, hyoscine hydrobromide (1/200-gr.), morphine sulphate (1/6-gr.), strophanthin 1/500-gr. in tubes of 20, strychnine hydrochloride (1/60-gr.), infusum buchu (concentrated 1 to 7), insulin (in tubes of 100 units), lamellae atropinae 1/5,000-gr. (tubes of 20), lamellae cocainae 1/50-gr. (tubes of 20), lamellae physostigminae 1/1,000-gr. (tubes of 20), linimentum saponis (methylated), linimentum terebinthinae, liquor ammonii acetatis (4 times B.P. strength), liquor cresolis saponatus, B.P.C., liquor hydrargyri perchloridi, liquor hydrogenii peroxidii (10 volumes), liquor morphinae hydrochloridi, liquor plumbi subacetatis fortis, liquor potassae, liq. strychninae hydrochloridi, liquor thymolis compositus, B.P.C., magnesii carbonas ponderosa, magnesii sulphas (1-oz. packets), methylated spirit, methylsulphonal gr. 5 (in tablet), mistura sennae composita, oleum olivae, oleum ricini, oleum terebinthinae, oxygen (20 ft. cylinders with nozzle, key, 6 ft. of rubber tubing and funnel), paraffinum liquidum, paraffinum molle, paraldehydum, phenacetin 4 gr. with caffeine 1 gr. (in tablets), pilula colocynthidis et hyoscyami (gr. 4), pilula digitalis cum pulv. scillae et hydrargyri aa, 1 gr. (Guy's pill), pilula hydrargyri (4 gr.), pilula rhei composita (4 gr.), pilula saponis composita (2 gr.), pituitary extract posterior lobe (in ampoules of 0.5 c.c.) (each c.c. to contain 10 international units), potassii bicarbonas, potassii bromidum, potassii bromidum (in 5-gr. tablets), potassii chloras (in 5-gr. tablets), potassii citras, potassii iodidum, potassii permanganas, potassii permanganas (in 1/2-gr. tablets for irrigation), pulv. acaciae, pulvis argenti protecinatis, pulvis ipecacuanhae composita (in 5-gr. tablets), pulvis rhei composita, quinae bihydrochloridum (5-gr. in 1 c.c. of solution, in ampoules), quinae bisulphas (in 5-gr. tablets, uncoated), quinae bisulphas, in powder, sodii bicarbonas, sodii citras, sodii salicylas (in flake), sodii phosphas acidus (in powder), spiritus aetheris nitrosi (to be carried in 2-oz. sealed and coloured bottles), spiritus ammoniae aromaticus, spiritus chloroformi, spiritus menthae piperitae, spiritus saponis kalini (methylated), B.P.C., spiritus rectificatus, sulphur sublimatum, suppositoria hamamelidis (hamamelin gr. 3, iii, benzamine lactate gr. 1/2, bismuth subgallate gr. x, oil of theobroma to gr. xxx), suppositoria morphinae, gr. 1/2, surgical soap No. 3, syrupus chloral, syrupus tolutani, thyroideum siccum (in 1/2-gr. tablets), tinctura belladonnae, tinctura benzoini composita, tinctura camphorae composita, tinctura cardamomi composita, tinctura chloroformi et morphiinae (B.P. 1885), tinctura digitalis, tinctura ferri perchloridi, tinctura gentianae composita, tinctura hyoscyami, tinctura iodi mitis (double B.P. strength), tinctura lobeliae etherealis, tinctura nucis vomicae, tinctura opii, tinctura scillae, tinctura valerianae ammoniata, tinctura zingiberis, trinitrin gr. 1/100 (in tablet), unguentum acidi borici, unguentum hydrargyri, unguentum hydrargyri ammoniati, unguentum hydrargyri nitratis dilutum, unguentum hydrargyri oxidi flavi, unguentum methyl salicylatis fortum, unguentum sulphuris, unguentum zinci, vinum antimoniale, vinum colchici, vinum ipecacuanhae, zinci oxidum, zinci sulphas.

### Instruments and Appliances

#### IRRESPECTIVE OF NUMBERS AND LENGTH OF VOYAGE

- 1 Operating table (folding metal or other approved type).
- 1 Sterilizer (large enough to contain midwifery forceps).
- In metal case or washable canvas roll:—
  - 1 Spencer Wells artery forceps.
  - 1 Dressing forceps.
  - 1 Dissecting forceps.
  - 1 Scalpel.
  - 1 Probe with eye (silver).
  - 1 Probe-pointed director.
  - 1 pair blunt-pointed scissors.
  - 1 pair scissors (one blado sharp-pointed and the other blunt-pointed).
  - 1 Eye spud (with covered point).
  - 1 Sinus forceps.
  - 2 Sealed glass tubes containing semi-curved Hagedorn needle fitted with 28 inch length of No. 1 30 day catgut.
  - 1 Sealed glass tube containing semi-curved Hagedorn needle threaded with 28 inch length of medium silk.
  - 2 Vaccine lancets.

In metal lined case with trays (a white enamelled glass shelved instrument case will be accepted in lieu):—

- 1 Ferguson's small saw.
- 1 Amputating saw.
- 1 6-inch amputating knife.
- 1 Syme's ankle-joint knife.
- 4 Scalpels.
- 1 Curved sharp-pointed bistoury.
- 1 Hernia knife.
- 1 Hernia director.
- 1 sharp-pointed tenotomy knife (Guy's pattern).
- 2 Dissecting forceps.
- 1 Bone forceps (bent) (Listons).
- 12 Spencer Wells pressure forceps.
- 2 large Spencer Wells pressure forceps (8 in.).
- 1 Tongue forceps (Guy's pattern).
- 1 Oesophageal forceps.
- 1 pair scissors 6 in. blunt-pointed.
- 1 pair scissors 6 in. sharp-pointed.

- 1 Needle holder (London hospital pattern).
- 2 Wound retractors—double ended (Navy pattern 1 in.).
- 1 Bone gouge 1/4 in.
- 1 Metal mallet lead faced.
- 1 Solid metal trephine (1/4 in. size).
- 1 Trephine elevator.
- 3 Ear specula (small, medium, large).
- 2 Trocars and canulas.
- 1 Aneurism needle.
- 1 Gag with handles (Mason's).
- 3 Silver-plated catheters (Nos. 4, 8 and 12; with prostatic curve).
- 1 Case containing 3 tracheotomy double tubes, assorted including child's size), 1 trachea dilator and 1 sharp hook.
- 2 metal hypodermic cases, each with one syringe, all glass or metal or both (the barrel and plunger in separate compartments), each graduated 1 c.c. and 20 minims and with 2 stainless needles.
- 1 Ear syringe, metal 4 oz.
- 1 Antitoxin syringe 10 c.c. Record type with 2 needles, in metal case.
- 1 Aspirator (Gunwardene or similar pattern) complete with 2 trocars and canulas in case.
- Flexible urethral bougies (filiform and Nos. 1, 2, 4, 6 and 8, English gauge).
- Soft rubber catheters with solid ends (4, 6, 8, 10 and 12, English gauge).
- 1 full set of flexible olivary-headed catheters with solid ends.
- Drainage tubing (rubber) 1 foot lengths of Nos. 5, 10 and 20 gauge.
- 1 Esmerich's or other approved tourniquet.
- 1 Oesophageal probang with bristles.
- 1 Set of dental forceps in canvas roll:—
  - 1 upper incisor.

- 1 lower incisor.
- 1 upper molar (right).
- 1 upper molar (left).
- 1 lower molar.
- 1 upper root.
- 1 lower root.
- 1 Set midwifery instruments in canvas roll.
  - 1 long forceps.
  - 1 craniotomy forceps.
  - 1 blunt curette.
  - 1 perforator, and
  - 1 blunt hook and crochet.
- Needles, assorted sizes (straight, half-curved and curved) 3 dozen.
- 3 Clinical thermometers, self registering, Kew tested.
- 1 Binaural stethoscope complete.
- 1 Forehead reflector.
- 3 Throat mirrors, assorted sizes.
- 1 Schummelbusch mask.
- 1 Chloroform drop bottle—2 oz. graduated.
- Splints:—
  - Felt or cardboard—for under 500 passengers and crew, 4 sq. ft., 500 passengers and crew and over, 6 sq. ft.
  - MacIntyre's, 1.
  - Assorted, thigh, leg and arm sizes, 1 set.
  - Gooch Splinting (36 ins. wide), 1 yd.
- 2 Trays, enamelled iron instrument, 10 × 7 and 12 × 9.
- 1 Tray, enamelled, dressing, kidney shaped, 10 ins.
- Trusses, single reversible, 32 ins., 34 ins. and 36 ins. One of each. One double 36 ins.
- Catgut:—
  - Straight intestinal needle threaded with 00 catgut (28 in.) in sealed glass tube, of each 2.
  - 20 day in sealed glass tubes (28 ins.). Nos. 0, 1 and 3, of each 6.
- Silk worm gut (assorted sizes), 1 box 50.
- Silk 4 sizes on metal winder.

### Sundries

Applicators, wooden: basins, enamel iron (8 1/2" × 2" minimum); bed-pans, enamelled iron, perfection type; books—authorised book "The Ship Captain's Medical Guide," latest edition; British Pharmaceutical Codex, current edition; bottles for medicine, 2 oz.; bottles for medicine, 6 oz. (graduated); bottles, blue fluted, 2 oz.; bottles, blue fluted, 6 oz.; boxes, ointment (nested); boxes, pill (nested); corks, assorted; cups, spitting, aluminium; cups, invalid feeding (porcelain); eyedroppers; eyeshades; finger-stalls, rubber; funnels, enamel or glass (2 in. and 5 in.); gloves, rubber post-mortem; gloves, rubber surgical (size 7 1/2); holders for lunar caustic points; hot water bottles, rubber, 12 in. by 8 in., with loose flannel cover; ice-bag; Kaolin poultice of approved quality in 1-lb. sealed tins; labels, blank (packets of 100); labels, poison (packets of 50); measures (Government stamped)—2 dr.; measures (Government stamped)—1 oz.; measures (Government stamped)—4 oz.; measures (Government stamped)—20 oz. (need not be stamped); mortar and pestle (Wedgwood, No. 2); palette knives (4 in. and 9 in.); paper, dispensary, white demy; paper, filter, in sizes to fit funnels; scale, standard pillar dispensing, and weights; stomach tube, 30 ins. (18 gauge) with glass or attached rubber funnel; stretcher: an efficient carrying stretcher of approved type, length 6 ft. 3 in., breadth 22 in.; syringe, Higginson's enema; syringe, glycerin enema, glass, 1/2 oz.; urinals, male, enamelled iron; urinary testing materials, tongue depressors, wooden; douche can, 1 quart, with 6 ft. of best indiarubber tubing and pinchcock; nozzles, urethral shielded pattern (Tuffiers), glass or metal; suspensory bandages with understrap; syringe, all glass, 1 c.c., with two large bore (19 English) rustless needles for bismuth injection; cloth, indiarubber, 1 yard wide; temperature charts, morning and evening and four-hourly.

### Dressings

(a) Bandages.—W.O.W.—1"×3 yds.; 2"×4 yds.; 3"×4 yds.; calico, unbleached, 6"×6 yds.; triangular—not less than 38 sides; triangular—not less than 54" base.

(b) Lint—plain white—2"×6" packets (small); 6"×12" packets (medium); 12"×12" packets (large).

(c) Lint—boric—2"×6" packets (small); 6"×12" packets (medium).

(d) Lint—picric—2"×6" packets (small); 6"×12" packets (medium); 12"×18" packets (large).

(e) Gauze, plain white—36"×6" packets (small); 36"×12" packets (medium); 36"×36" packets (large).

(f) Cotton-wool, plain white, interleaved, rolled— $\frac{1}{2}$  oz. 2" wide packets (small); 1 oz.  $4\frac{1}{4}$ " wide packets (medium); 2 oz.  $8\frac{1}{2}$ " wide packets (large).

(g) Cyanide gauze, double—1 yd. in air tight cartons, 36"; calico, unbleached, 38"; cambrie, waterproof, 36"; cotton gauze tissue tubular gauze.

(h) Plaster elastic on reels 3 in. × 3 yds., unstretched on cardboard core, sealed in metal container. Plaster of Paris bandages (in sealed tins prepared for use) 3 ins. 5 yds. long.

(j) Plaster, rubber self-adhesive—Reels of 5 yds.,  $\frac{1}{2}$  in.; reels of 5 yds., 1 in.; reels of 5 yds., 3 in.

Safety pins (brass plated, assorted sizes). Sterilised dressings for major operation—2 rolls white absorbent gauze, each 6 yds, 36 ins. in width to be folded 9 ins. wide before rolling; 1 roll fast edge ribbon gauze, 6 yds. 1 in. in width; 2 absorbent gauze tissue pads, 10 ins. by 10 ins. approx.; 6 cotton wool and gauze tampons, 3 ins. diameter; 3 doz. gauze pads, 5 ins. by 5 ins., 12 layers sewn; 1 manytail calico bandage (War Office pattern); 2 5 in. bandages, 6 yds., white open weave; 1 packet safety pins;  $\frac{1}{2}$  doz. size 3,  $\frac{1}{2}$  doz. size 4; 8 surgical towels, 18 in. by 32 in., weight not less than 24 oz. per doz.; 2 surgeon's caps and 2 gowns.

### Invalid Diet

Infants' prepared milk food, of approved quality (in 1-lb. tins); invalid prepared milk food, of approved quality (in 1-lb. tins); condensed milk, of approved quality (in 1-lb. tins); brandy.

Appendix A gives the conditions of approval for ships' disinfectants, together with a list of disinfectants approved. Appendix B consists of similar particulars in respect of condensed milk. Appendix C comprises the specification for chlorinated lime for the treatment of ships' drinking water. Appendix D is a reprint of the Emigrant Ships (Voyage Scales) Notice, 1923. Appendix E is a sketch of a ship's medical cabinet.

## Sales Cues

By William G. Carter, Chemist and Druggist

*Continued from the C. & D., October 24, p. 511.*

### SELLING SEVERAL INSTEAD OF ONE

Very often we can induce customers to take several articles of the same kind instead of the customary one, particularly in the case where it pays them better to do so; for example such lines as shampoo powders or children's teething powders, where the makers throw in an extra packet if the purchaser will take a quantity. Shampoo powders at seven for 1s. 6d. show a welcome saving over single powders at threepence each, and this point of contact with the buyer should be made a strong selling point whenever shampoo powders are requested. Think for a moment how the wholesalers make this bonus for quantity attractive and alluring in their selling talks. We, as buyers, fall for it so often. It pays us to do so. Human nature is the same the world over, and customers will do the same if they are only shown their point of view—their gain—just as the producer sees ours and emphasises that gain. Meet the request for shampoo powders with a box of seven, pointing out with a tinge of enthusiasm that by taking six you obtain a free packet, adding, by way of driving home the attractive bargain: "They never deteriorate, and, of course, they are so useful to have in the house." It is possible to sell a quantity, instead of merely one, even when there is no obvious advantage to the customer and no strong argument on which to base a persuasive sales talk. Take a request like the following: "Do you keep No. 2 Brownie films?" Ninety-nine salesmen out of a hundred would answer "Yes," and automatically hand one spool

over. Try it this psychological way and ask a simple question: "Yes, sir, how many would you like?" It is amazing how often you will hand over two or three spools instead of one. "How many?" that is the secret of the sale. The customer's mind responds in a moment. "People buy films in quantity, for the salesman asked, 'How many?' Well, I might just as well take two or three; they will come in useful." Again, think how travellers talk in "gross" whilst we think in "dozens." Other people buy in gross, do they? Well, so can I.

### SELLING ASSOCIATED ARTICLES

There are many, many lines handed over the pharmacy counter which literally call out for an associated article to be inserted in the same parcel. Some articles, in fact, are useless, or at least do not give the customer the full benefit of the purchase without the aid of the allied adjunct. Take the case of calomel tablets. Practically every doctor advises the patient to take a small dose of saline the morning following a dose of calomel. Even if they forget, the pharmacist knows very well that it is an important necessity if the utmost results are to be derived from the treatment. The salesman then should always inquire whether the customer has any saline in the house when calomel tablets are requested. If he tells her exactly why she should take a packet or a bottle of salts or saline with the bottle of calomel no impression of foisting off goods for personal gain will be manifest. Then the purchaser of boric powder. A tactful inquiry as to whether it is for an eye lotion will in nine cases out of ten solicit a reply in the affirmative. Very little difficulty should be experienced by the salesman in persuading the customer to use an eyebath. It only needs a few words of helpful advice, such as "Use one teaspoonful of the powder to one pint of boiling water and let it cool before using," to gain her attention, then tell her why an eyebath should be used and how she will gain by purchasing one. There are several other associated articles which might be instanced. A little forethought with perhaps a glance round the shelves in the pharmacy will enable the ambitious salesman to prepare for additional sales. In conclusion, I want to give you the actual conversation between a young salesman and his customer. The salesman, a youth in the second year of his apprenticeship, admittedly was trained in counter technique, as every apprentice should be trained in salesmanship, nevertheless it clearly shows that additional sales can be produced quite easily:—

Customer: "I want a fairly large bottle of friar's balsam, please."

Salesman: "Thank you, madam. Is it for inhal- ing?"

Customer: "Yes, for bronchitis."—(Reaches down a 4-ounce bottle and holds it up for her to see.) "How will that size do?"

Customer: "Do nicely, thank you."

Salesman (Wraps up the bottle and tenders a few helpful hints on the use of the article purchased): "Use one teaspoonful of the balsam to one pint of boiling water, and don't forget to add the balsam last."

Customer: "Add it last?"—"Yes. You see, if you put it in first and pour the boiling water on to it the vapour would be driven away before you were ready to inhale it. Pour the balsam into the inhaler just before use. You have an inhaler, I presume?"

Customer: "No! I was going to use a jug."—"A jug will not be much use, I'm afraid; you see, to get the most beneficial results from inhalation the soothing vapour must be generated slowly in its proper dosage. With an open vessel like a jug or a jar the vapour comes off so quickly and is so pungent that the patient will probably splutter and gasp for breath. The effect is really detrimental." (Reaches down a Nelson's inhaler.) "This vessel has been scientifically designed for the sole purpose. It is the type the doctor orders on a prescription. With it you get the vapour rising through this mouthpiece in its correct dosage and the patient is able to breathe it well into the lungs just as the doctor intends it to be inhaled."

Customer: "Thank you; I'm so glad you told me."



## Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist & Druggist,' 28 Essex Street, London, W.C.2."

### QUALITATIVE ANALYSIS

A Mixture of not more than three salts will form the subject of the next exercise in qualitative analysis. The mixture may contain metallic and acidic radicals occurring in the British Pharmacopoeia, or any of the commoner radicals not mentioned in that work, and is to be submitted to a thorough systematic examination, all its constituents are to be detected, and proof is to be given that the substances detected are the only constituents of the mixture.

Students' applications for portions of the mixture of salts (accompanied by a *stamped and addressed envelope*, not a stamp merely) will be received up to Tuesday, November 10, on which day the samples will be posted. Students' reports will be received up to Saturday, November 21. Each report should contain a concise account of the work done, and should include a list of the constituents detected. In this list any substance regarded as an accidental impurity should be distinguished from the essential constituents of the salts composing the mixture.

The analysis announced above forms the opening exercise in

### THE ANALYTICAL TOURNAMENT

for the current winter session. Students may forward six stamped addressed envelopes (marked on the top "Corner for Students"), to be utilised month by month for the "salts." We offer special certificates and prizes for the best series of reports submitted on the exercises to be set from November 1931 to April 1932 inclusive. The awards will be made to the students who obtain the highest aggregates of marks for their reports upon the whole six exercises, and will comprise:—

**First Prize.**—Certificate of honour and books to the value of three guineas.

**Second Prize.**—Certificate of honour and books to the value of two guineas.

**Third Prize.**—Certificate of honour and books to the value of one guinea.

The competition is open to all pharmacy students who have not passed the Pharmaceutical Chemist Qualifying examination in Great Britain or Northern Ireland or the Licence Examination in the Irish Free State. Former tournament prize-winners are disqualified from taking a tournament prize, unless it be a superior one to that previously gained. Besides the tournament prizes, the usual monthly awards will be made to junior students, viz.:—

**First Prize.**—Books to the value of 15s. or thereabouts.

**Second Prize.**—Books to the value of 7s. 6d. or thereabouts.

These monthly prizes will be awarded only to apprentices or assistants who have not passed in Chemistry in the Preliminary Scientific Examination in Great Britain, in the Licence Examination in the Irish Free State, or in Chemistry, Part I, in Northern Ireland, which fact *must be attested on their reports*. They will not be awarded to former winners of Tournament prizes. Students who adopt a *nom de plume* must adhere to it throughout the tournament.

### Report on the October Analytical Exercise

THE powder distributed to students on October 6 consisted of equal parts by weight of anhydrous manganous sulphate and diammonium hydrogen phosphate. The calculated composition of such a mixture is:—

Mn ...	...	...	...	...	18.2
NH <sub>4</sub> ...	...	...	...	...	13.7
SO <sub>4</sub> ...	...	...	...	...	31.8
PO <sub>4</sub> ...	...	...	...	...	35.9
H ...	...	...	...	...	0.4
					100.0

Samples of the powder were distributed to eighteen students, and nine reports of analyses were submitted for examination. The phosphoric acid radical was the only constituent returned in every case. There were five failures in the detection of manganese, two of ammonium, and four of the sulphuric acid radical. The evolution of water vapour, which came off to the extent of about six per cent. of the weight of the powder when heated in a dry tube, owing to the decomposition of the ammonium phosphate, was overlooked in five cases. Radicals returned as main constituents which were not actually present included iron, aluminium, cobalt, and nickel, and the radicals of hydrochloric, bromic, and sulphurous acids.

Although this exercise was not a difficult one, the results reported have been distinctly disappointing. Dry-way tests should have led to the early and certain detection of the manganese, but these tests, or some of the more important of them were frequently omitted. No doubt a few students relied upon the wholly erroneous and misleading belief—although one that seems to be commonly entertained—that it is not necessary to apply the borax-bead test in the case of a colourless substance. The useful test for manganese by fusion with sodium carbonate and potassium nitrate or chlorate, so as to produce the characteristic green manganate, was seldom applied. Had manganese been detected by means of preliminary tests, there could not have been the uncertainty concerning it, which arose in the course of the systematic analysis when it was again met with.

The precipitate which students observed on adding ammonium chloride and excess of ammonia as group reagents consisted of manganese phosphate. Although the precipitate was dissolved in part by ammonia in presence of ammonium chloride, it was not readily dissolved completely, even by considerable excess of the two reagents. This led several students, who had already detected the presence of the phosphoric acid radical, to carry out the ferric phosphate and acetate separation for the elimination of that radical, while others simply proceeded to deal with the mixture as if it were a non-phosphate one. The results obtained were not very different in the two cases except that one or two students, who did not employ the acetate separation method, mistook the manganese phosphate precipitate for aluminium phosphate and failed to recognise the manganese at either of the places where its presence might have been detected; i.e., in the precipitate of manganese phosphate, or in the filtrate from that precipitate.

Nothing can be said in excuse of the failures to detect ammonium, since ammonia was evolved in abundance on applying the simplest of all preliminary tests—heating the substance in a dry test-tube.

That sufficiently careful attention was not paid to the conditions necessary to ensure the detection of the sulphuric acid radical, by the formation of barium sulphate, is shown by the fact that so many students failed to detect it in a mixture which contained nearly one-third of its weight of it. The simplest precautions that are needed have been described frequently in this column: omission to wait for a few minutes after adding the necessary reagent, to see whether or not a precipitate of barium sulphate may slowly appear (if it has not appeared at once) is one of the commonest causes of failure. Ten minutes is not too long to wait in the case of dilute solutions.

### MARKS AWARDED FOR ANALYSES

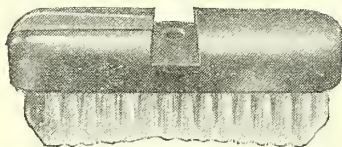
A. G. Nicholson (1st Prize) ...	96	J. A. Henderson ...	67
L. Pickup (2nd Prize) ...	93	Gower ...	43
Nitrosyl ...	75	En Avant ...	15
In Utrumque Paratus. 69		H <sub>2</sub> SO <sub>4</sub> ...	14
		H. F. ...	—

(To be continued.)



## Trade Notes

**BESORAL TOOTH-BRUSH.**—Mr. Max Matz, chemist and druggist, is the inventor of a novel tooth-brush which is being marketed by Besoral Patent Double Tooth



Brush Co., 5 Bury New Road, Manchester. As will be appreciated from the illustration the handle can be fitted along the bristle-holding



portion, so that the brush can be used in the normal manner, or crosswise, thus facilitating an up and down motion in order to clean between the teeth. Besoral brushes have celluloid handles, and are British made. They are packed half a dozen on a card, which illustrates the methods of use.

**WILLIAM EDWARDS & SONS**, 14 Nile Street, City Road, London, N.1, inform us that they are carrying an extensive range of up-to-date Christmas lines.

**MR. G. C. A. PURDEN**, who has represented Genatosan, Ltd., manufacturing chemists, Loughborough, for many years, has relinquished his appointment.

**BONUS OFFER.**—Southall Brothers & Barclay, Ltd., manufacturing chemists, Birmingham, are making a bonus offer in regard to their Red Star cattle drench.

**CACHETS.**—Mr. Cicero S. Clark, 12 Richmond Road, London, W. 2, is now the sole agent for Azyma cachets. Further details will be found in the advertisement pages.

**HYGIENE CORPORATION, LTD.**, Trading Estate, Slough, are specialists in the manufacture of containers suitable for cleansing powders, disinfectants, and similar preparations.

**SALTRATES PREPARATIONS.**—International Chemical Co., Ltd., Blaydon Road, London, N.16, are now the distributors of Alkia Saltrates, Reudel Bath Saltrates, Nemolin and Ban-o-dor.

**CHIVERS, LTD.**, 99A Westgate Street, Gloucester, are the manufacturers of the Monkey rotary strop for safety razor blades. This inexpensive apparatus is one which should appeal to many customers who will shortly be searching for a present suitable for a man.

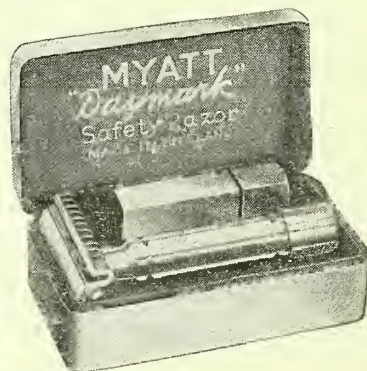
**NOTICES OF ASSESSMENT** which are now being sent out will cause many doubts to arise in the minds of the recipients as to whether the amount to be demanded is correct. A short cut to "relief" in this direction may be obtained with the help of Mr. Ernest J. George, chemists' valuer, Tudor House, Walsall, who will give further details either by telephone or letter.

**COUGH CANDY.**—Ayrton, Saunders & Co., Ltd., 34 Hanover Street, Liverpool, announce a reduction in the price of their popular Cough Candy. This remedy is evidently a "best seller."

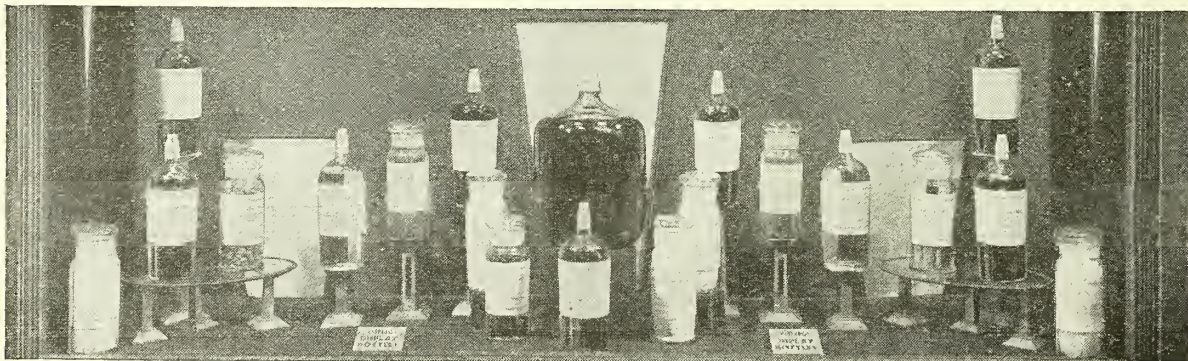
**WAVE PRESERVERS.**—The frequent demands which chemists receive for wave setting lotions should facilitate the sale of such a companion line as a wave preserving net. An article of this nature is advertised in this issue by M. Criscuolo & Co., Ltd., 19 Cross Street, Hatton Garden, London, E.C.3, who also supply combs, shampoo powders and perfumery. A copy of the company's price list will be sent on application.

**A "BUY-BRITISH" CHRISTMAS.**—It is safe to forecast that Christmas trade will be influenced more than ever this year by the desire to "Buy British."

One excellent range of goods is the new razor sets of W. J. Myatt & Co., Ltd., Argent Works, Birmingham. Five different outfits are available, the retail prices ranging from 2s. 6d. to 25s. A noteworthy selling point in connection with the more expensive models is that the handle can be screwed to "fine," "medium," or "coarse." The Myatt razor and blade are among the most efficient on the market, so that these sets should create strong appeal, not only because they are all British, but because of their outstanding value. It should be noted that the old packing of the blades has been discarded for a new and much more attractive design, embodying the well-known Myatt trade figure.



**PHARMACY DISPLAYS.**—Hirst, Brooke & Hirst, Ltd., manufacturing chemists, Millgarth Mills, Leeds, are packing drugs and galenicals in special containers for chemists who wish to make dispensing displays. The Winchester and the large glass-stoppered jars are supplied on sale or return at the same price as is normally charged for containers of this size, and as the contents are invoiced at the ordinary price, according to the quantities ordered, there are no extra charges in any way for special display containers. The wording on the labels is in English, and states in large plain type what the particular article is used for. There is no time limit to this scheme, so customers may so order such goods all the year round. A photograph of a suggested display arrangement is shown below.





**CHRISTMAS DISPLAYS.**—Dudley & Co., Ltd., 451 Hollo-way Road, London, N.7, have sent us a copy of their illustrated list (No. C.D. 1279) of Christmas showcards and decorations. Chemists requiring display material of this nature should write for the publication, which is an excellent example of two-colour printing. Other lists of interest are Nos. 1281 and 1271.

**A NEW WINTER LINE.**—Milner & Coke, Ltd., chemists, 11 John Penn Street, Lewisham, London, S.E.13, have brought out a product which, so far as we are aware, differs from anything at present on the market. Greenwich Orange Quinine Tonic powders are sold in packets and boxes, and a bonus is being offered for a window display. Writing in regard to this line, Mr. Milner states: "It has been a success from the very first day it was introduced. In my own pharmacy I first started to show it on September 28, and during October I sold over £6 worth retail. . . . During the same period we have introduced them into over 200 pharmacies through-

out London and the provinces, including Ireland and Scotland, and have already received a number of repeat orders."

**TWO NEW LINES.**—Allen & Hanburys, Ltd., Bethnal Green, London, E.2, have brought out two new lines of interest to chemists. Torch brand Vitamin Glucose C.D. has been introduced to meet the demand for a medicinal glucose with vitamins—the reason for the addition of vitamins being to increase the stimulating food value. The vitamin content is not large, because it is intended to be a prophylactic measure, but there is sufficient to balance any deficiency which might occur in the daily diet. The proportions are:—*Vitamin C*: Each ounce (heaped tablespoonful) equals one teaspoonful of fresh orange juice; *Vitamin D*: each ounce equals 150 units (British standard). The other new product is iodised black currant pastilles, which contain  $\frac{1}{10}$ th gr. iodine in base 24 gr. These pastilles are available in the Torch brand series, packed drug series or in bulk.

## Births

Notices for insertion in this column must be properly authenticated.

**DUNN.**—On October 22, the wife of George Wilson Dunn, chemist and druggist, Port Dundas Road, Glasgow, of a daughter.

## Marriages

**BROWN—CAWKWELL.**—At St. Saviour's Church, West-cliff-on-Sea, on October 31, Charles Henry Brown, Ealing, London, W., to Eileen Alice, only daughter of Mr. G. A. Cawkwell, chemist and druggist, Pall Mall, Leigh-on-Sea.

**HORLICK—NICHOLL.**—At St. Margaret's Church, Westminster, London, S.W.1, on October 29, Peter James Cunliffe Horlick, only son of Sir Ernest Horlick, Bt., to Rosemary Margaret Nicholl.

## Deaths

**BEATTIE.**—In a Carlisle nursing home, on October 26. Mr. Thomas Beattie, retired chemist and druggist, aged eighty-four. Mr. Beattie was a native of Canonbie, and served his apprenticeship to the late Mr. R. M. Rome, Langholm, whose business he eventually took over. He retired in 1915.

**GARNETT.**—In Manchester, on November 3, as the result of a street accident, Mr. Henry Garnett, Ph.C. (Flatters & Garnett, Ltd., manufacturing opticians, Oxford Road). Mr. Garnett passed the Major examination in 1891, and afterwards decided to adopt an optical career. He was closely connected with the Victoria University, where he lectured on optics. He carried out research on pellitory and on *Piper ovatum* under Professor Wyndham R. Dunstan in 1895, and this work suggested the investigation of ginger in which he collaborated with Mr. James Grier, M.Sc., as a contribution to the Manchester meeting of the British Pharmaceutical Conference in 1907. Mr. Garnett was endowed with an attractive personality, and was an expert in the photography of animals and birds.

**GIVEN.**—Recently, Mr. Maxwell Given, R.D., Londonderry, aged thirty-five. Mr. Given was registered by the Pharmaceutical Society of Ireland in 1917, and was in business in Londonderry for some years.

**HOOPER.**—On October 31, Mr. Joseph Hooper, M.P.S., St. Blazey and Golant, aged fifty-nine.

**ORR.**—At Knock Golf Course, Belfast, on November 2, suddenly, Mr. William Orr, R.D., 20 Thomas

Street, Armagh. Mr. Orr was registered by the Pharmaceutical Society of Ireland in 1892 and by the Pharmaceutical Society of Northern Ireland in 1925. He was a member of the Chemists' Golfers' Association. Mr. Orr's wife predeceased him in July, and he is survived by a daughter.

**POTTER.**—At his residence, Malvern, Durban, on October 6, Mr. Herbert Mills Potter, chemist and druggist. Mr. Potter, who was born in Birmingham, went out to South Africa in 1897. He leaves a widow, two sons and two daughters. At the funeral there were wreaths from the following, among others:—Allen & Hanburys (Africa), Ltd., the directors and staff of South African Drug Houses, Ltd., Sive Brothers & Karnovsky, Ltd.

## Personalities

**MR. W. R. BRACKENBURY**, chemist and druggist, Middlesbrough, has been elected vice-chairman of the Middlesbrough Insurance Committee.

**MR. GEOFFREY A. N. HIRST**, governing director of Hirst, Brooke & Hirst, Ltd., manufacturing chemists, Leeds, has been elected to the council of the Incorporated Sales Managers' Association of Great Britain.

**MR. ALBAN ATKIN**, chemist and druggist, West Hampstead, London, N.W.6, has been returned at top of the poll for the Adelaide Ward of the local borough council. Mr. Atkin has held a seat for twelve years.

**MR. H. M. ASHTON**, chemist and druggist, Beaumaris, Anglesey, formerly of Warrington, who has for a number of years taken a prominent part in amateur theatricals, was recently a highly successful curate in a performance of "The Private Secretary." In 1907 we reproduced a photograph of Mr. Ashton as a bishop in "Dr. Wake's Patient."

## Wills

**MR. WILLIAM IVIMEY GRADIDGE**, of Weyhill Road, Andover, Hants, chemist and druggist, who died on May 15 last, aged seventy-six, left estate of the gross value of £4,925, with net personality £209.

**MR. STEWART HARDWICK**, chemist and druggist, Poole Hill, Bournemouth, who died on March 21 last, aged seventy-five, left estate the gross value £3,836, net personality £3,785.

**MR. PHILIP WILLIAM HANCOCK**, of 12 Hyde Park Terrace, Plymouth, chemist and druggist, who died on January 13 last, aged thirty-seven years, left estate of the gross value of £1,498 13s. 7d., with net personality £786 16s.



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## "The Chemist and Druggist" COMPACT LIBRARY

### PHARMACEUTICAL FORMULAS (P.F., Vol. 1).

The tenth edition of this, the most complete pharmaceutical formulary in the English language, comprises (1) selected formulas from the British, United States, and several other pharmacopœias; (2) unofficial formulas from hospital pharmacopœias and other sources, British, colonial and foreign; (3) known, admitted and approved remedies (218 pages) taken from previous editions of "Pharmaceutical Formulas" and from THE CHEMIST AND DRUGGIST DIARIES; (4) concise descriptions of practical methods of manufacture, adapted to the retail shop; (5) an Appendix comprising laws and regulations governing the sale of poisons, the hours of closing, medicine-stamp duty, the use of spirits and many other data — e.g., a solubility table and chart. The volume contains 1146 pages. Price 15s., by post 15s. 9d.

### THE ART OF DISPENSING.

The tenth edition was published in 1926. It has been thoroughly revised and considerably improved, while maintaining the features which have made it so popular with several generations of students. All chemists should keep this book in the dispensary for ready reference when difficulties arise in the course of the day's work. Price 8s., by post 8s. 6d.

### VETERINARY COUNTER PRACTICE.

Chemists interested in veterinary practice will find it indispensable, as it deals with the ailments of horses, cattle, sheep, pigs, dogs, and poultry, and the remedies that can be supplied. New edition, 1930 (Eighth), brings this book thoroughly up to date. It has been written throughout by experienced veterinary surgeons. Price 7s. 6d. net, by post 8s.

### THE PHOTOGRAPHIC CHEMIST.

This is a concise guide to chemists commencing and carrying on a photographic department. The book is a reprint of the treatise in THE CHEMIST AND DRUGGIST DIARY, 1926, with additional chapters and formulas. Price 3s. 6d., by post 3s. 8d.

### PHARMACEUTICAL BOTANY.

An attractively written book dealing with the plants mentioned in the examination syllabus of the various pharmaceutical examining bodies. Botanical terms which at first sight are forbidding in appearance are explained so that the meaning is made crystal clear. A useful gift for apprentices and assistants who have not passed the qualifying examinations. Price 5s., by post 5s. 4d.

### DISEASES AND REMEDIES.

Now in its sixth edition (March, 1931). It has been carefully revised by an experienced medical practitioner and parts of the book have been rewritten. Price 5s., by post 5s. 3d.

**Published by "The Chemist and Druggist"**

**28 Essex Street, LONDON, W.C.2**

Branch Offices: Manchester and Sheffield, England.  
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Auckland, New Zealand.

## Information Department INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated

L/411. Betulol	E/411. Magic Rub menthol and wintergreen cream
B/411. Burnet's instep support	L/2810. Philacome hair lotion (Parfumerie Chine)
B/411. Dromsfield lemon cream	E/411. Phillips' pills
M/411. Fibroplast	L/411. Slogar
T/2210. Laybo or Kaybo floor dressing	



# THE CHEMIST AND DRUGGIST

VOL. CXV    NOVEMBER 7, 1931    NO. 2700

## Wanted, A Policy

NEARLY two weeks ago the Government were given by the nation an overwhelming mandate to take whatever action they considered necessary to save from fast-approaching disaster the economic position of the country. The situation was so desperate that the usual party policies were not paraded up and down the country. Free trade, protection, international and Dominion politics and all the other party planks were left in the background. It has been quickly realised that the safe return of nationally pledged representatives is only the first step towards a recovery, and that the crisis is still just as real and threatening, if not more so, than it was before the election. The very uncertainty as to what measures the Government will adopt is aggravating the position. Drastic action, far-reaching in its effect, there is bound to be; that is the only certain thing at the moment. Whatever methods may be adopted for the dual purpose of effecting a satisfactory trade balance and a recovery of the international value of sterling will, of course, profoundly alter the conditions under which industry and commerce are carried on. To-day, for example, no one can make anything but the blindest guess whether there will, or will not, be introduced a system of tariffs on imports generally, or if such imposts will be applied only to certain classes of goods. Business, retail and wholesale, producing and selling, is a continuing process; and it is impossible for it to keep alive, much less improve, unless those responsible for its existence can plan well ahead with unqualified certainty.

### A Primary Need

For the past decade industry has been crying out for a good period of stabilised conditions and an opportunity to get into its full stride; time and time again it has been denied this right, not infrequently through Government interference. To-day the total lack of definite information on the Government's intentions is, in our opinion, the worst and most threatening feature of the whole situation. It is crippling production and intensifying foreign competition, for it has already caused the landing in this country of colossal quantities of merchandise of all descriptions. Importers are naturally taking the opportunity to cover themselves as far as possible against the risk of an import duty, with the result that the docks have the appearance of prosperity and warehouses are crammed ceiling-high. This glut of inward traffic, solely due to the possibility that some form of protection may be introduced on certain classes of goods, is adversely affecting sterling exchange values in an alarming manner. With the close of the year but a few weeks ahead it is essential

that everyone concerned with business should be making plans for the coming year. Yet it is quite impracticable for them to do so, and, in consequence, the whole commercial machinery of the country, not excluding retail trade, is being forced to mark time when it should be striving to forge ahead. The essential thing at the moment is for the Government, if they intend to act, to act immediately and definitely, so that commercial and business interests, with whom more than with any Government the prosperity of the country lies, may know the conditions they will have to contend with. If the Government are not going to take action in any way that will affect business, let them say so without delay. The present position of uncertainty is applying the four-wheel brakes on the steepest part of the hill. It will be worse than useless to talk about setting up committees to investigate this and inquire into and report upon that. The time for consultation and languid contemplation, ending in abortive reports and waste of money, is long past. The case demands resolute and immediate action.

## Does Dispensing Pay?

THERE is one sentence in a letter on page 551 of last week's *C. & D.*, signed "Common Name," that deserves more than passing attention: "For most chemists in business dispensing does not pay." The writer goes on to give reasons for this statement, but he omits one which perhaps is the most important of all. A large proportion of chemists cannot make dispensing pay, because they are charging for their work according to systems that are not based upon sound costing principles. They are still charging 8-oz. mixtures at 1s. 6d., 6-oz. at 1s. 3d., and twelve pills for 9d. They rarely take the trouble to study the markets, to note the rises in the prices of many drugs or to use a safe price list for pricing their scripts. The result is that, although occasionally a mixture pays them, many do not, and they make an actual loss on the work. Dispensing can still be made to pay. The following are suggestions to this end:—

- (1) Every prescription dispensed should be costed on a satisfactory system.
- (2) An attempt should be made to get all the members of local branches of the Pharmaceutical Society and the Retail Pharmacists' Union to agree to price their scripts by the same method.
- (3) An agreed pricing code should be used, and each pharmacist should take care not to charge a lower price.

These suggestions are not new. But in the days that are coming the inefficient in pharmacy—as, indeed, in all sections of business—will find themselves in a sorry plight; now is the time when everyone can begin to put the dispensing department upon such an efficient footing that the work pays not too badly.

## A Case for Economy

AFTER studying the final report on the third census of production for 1924 of the chemical, drug and allied trades of the United Kingdom, we find it not possible to come to a conclusion other than that the years of labour spent in compiling this volume of 468 pages have been misdirected, and the cost to the nation money wasted. The chemical and allied trades section takes up about 33 pages, the majority of which are concerned with returns of mechanical power, numbers of persons employed, and a general introduction. Only some dozen

pages of figures of production are given, and these, with but very few exceptions, are so indefinite as to be useless. The general method adopted is to group a number of important products under one heading and one total. For instance, one set of figures gives the total production of "citric and tartaric acids and tartrates"; another "cocaine, morphia, quinine and their salts, aspirin, menthol, salvarsan, etc., etc." In the latter instance we have bulked together several of the leading products of the industry which have no relation to one another. We do not know if the almost entire lack of details and the paucity of figures for separate products is due to official ineptitude, or whether it was not possible to obtain from the manufacturers concerned sufficient data; but as an instrument purporting to furnish the final details of production of chemicals and allied products the report is deplorable. The next census is, we believe, due to be taken in 1934, and if it provides the information one might reasonably expect, it should, for example, be invaluable in proving the merits or demerits of the key industries duties. If, however, we are to get no improvement on the present futile volume of general figures, the task would be much better left undone. The returns of production of some twenty other industries, such as leather, picture-frames, pencils, musical instruments, and others equally unrelated to the chemical industry, are included in the volume; in fact, they take up 435 of the 468 pages of the report. We see no reason why the report on each industry could not have been made-up separately and sold at a few pence per copy instead of the returns of a whole series of totally unconnected industries being bound in one volume and priced at 7s. Of this class of Government publication it is one of the weakest we have had brought to our notice. The Government should not allow such a waste of public money in future.

## League of Nations

THE League of Nations has issued a report (C. H. 1056 (1): Allen & Unwin, 1s. 6d.), dated June 23, 1931, of the Permanent Commission on Biological Standardisation, a report possessing an additional interest in view of the fact that in this country draft Regulations in respect of some of the substances dealt with by the Commission were issued on June 2 (C. & D., 1931, I, 682, 707). The principal findings of the Commission may be briefly summarised as follows:—

**GAS-GANGRENE (PERFRINGENS) ANTITOXIN.**—The Commission recommends that the standard preparation and unit adopted in the United States of America be accepted for international use, and that the "Statens Serum Institut," Copenhagen, be requested to keep and distribute the international standard.

**TUBERCULIN.**—The recommendation is that the preparation of tuberculin preserved at the "Statens Serum Institut," Copenhagen, acting for this purpose as the Central Laboratory on behalf of the League of Nations Health Organisation, be accepted as a standard for international use. The standard preparation may be used for the comparative testing of tuberculin on tuberculous animals, whether the tests are made by the method of subcutaneous injection or by cutaneous or intracutaneous injection, or by all of these methods.

**TOXINS FOR THE SCHICK TEST.**—It is recommended that, in choosing a diphtheria toxin for use in the Schick test, the combining power for antitoxin as well as the toxicity of the preparation should be taken into account. Definitions of a suitable toxin are given.

**DIPHTHERIA PROPHYLACTIC.**—The Commission recommends that the possibility be explored of obtaining for international acceptance a standard preparation of diphtheria prophylactic, preferably consisting of a formal toxoid (anatoxin), and of defining in terms of this standard a unit of immunising potency for international acceptance. A plan of work was agreed upon.

**VITAMIN A.**—Annex IV of the report states that a Conference, held in London on June 17-20, recommends that carotene be accepted as an international provisional standard of reference for vitamin A and that a selected sample of cod-liver oil be held in view as a possible secondary standard.

**VITAMIN D.**—The same Conference recommends that the standard solution of irradiated ergosterol at present issued from the National Institute of Medical Research, London, be adopted as international vitamin D standard for the next two years. It is hoped that a more stable crystalline substance may in the meantime become available. In view of the toxic effects which have been reported after administration of certain specimens of irradiated ergosterol, the Conference suggests the advisability of testing all preparations of irradiated ergosterol, destined for medicinal use, for toxicity as well as for antirachitic potency.

**VITAMIN B (B<sub>1</sub>).**—The Conference also recommends the adoption, as international standard, of the adsorption product of the antineuritic Vitamin B prepared in the Medical Laboratory, Batavia (Java), by the method of Seidell, as described by Jansen and Donath.

**VITAMIN C.**—The Conference recommends the adoption as international standard of the fresh juice of the lemon, *Citrus limonum*.

## C. & D. Retail Price List

THE drug index for October was 130.5, being an advance of 3.2 over the months of September. The outstanding change is in iodine, and there are smaller changes in some synthetic chemicals (these changes were noted in the recently published quarterly list). It should be worth while to study closely the variations in prices, as it is necessary to go back to March 1930 to find a drug index as high as October 1931. The surgical dressings index also advanced from 133.0 to 135.0, mainly due to gauze. The important changes in selling and dispensing prices for November are:—

Cost		Selling Price			
d.	per	16 oz. s. d.	4 oz. s. d.	1 oz. s. d.	1 dr. s. d.
18	oz.	Calcii acetyl:salicylas ..	—	—	2 8 0 5
45	lb.	Cro otum .. C	—	1 7	0 6 0 1
84	oz.	Crocus Valent .. ..	—	—	1 10
96	oz.	Crocus Valent, pulv. ..	—	—	2 0
132	lb.	Lin. crotonis .. C	—	4 9	1 4 0 3
90	lb.	Lin. methyl salicylatis co.	—	3 3	0 11 0 2
26	oz.	Menthol .. ..	—	—	3 9 0 7
28	oz.	Methylsulphonal .. C	—	—	4 1 0 7
22	oz.	Sulphonal .. C	—	—	3 3 0 7
32	lb.	Ung. resorcini B.P.C. ..	—	1 2	0 4 0 1
36	lb.	Ung. resorcini co. B.P.C.	—	1 4	0 5 0 1

## New Books

Smith, W. A.—*The Organisation of a Small Business*. 2nd edition. 7½ in. by 4½ in. Pp. 125. 2s. 6d. Pitman & Sons, Ltd., Parker Street, London, W.C.2. [The description of the type of business dealt with in this book indicates that, even if it is a small one, it needs a somewhat elaborate equipment in order to enable the clerical work to be dealt with efficiently.]

Cooper, J. W., and Appleyard, F. N.—*Practical Pharmaceutical Chemistry*. 7½ in. by 4½ in. Pp. 184. 6s. Pitman & Sons, Ltd., Parker Street, London, W.C.2. [Devoted chiefly to the practical chemistry required for the Chemist and Druggist Qualifying examination. "Those parts of the subject which should already have been covered in preparation for the Preliminary Scientific examination . . . are passed under rapid review."]



# Pharmaceutical Society of Great Britain

## Council Meeting

A MEETING of the Council was held at 16 Bloomsbury Square, London, W.C.1, on November 4, Mr. A. R. Melhuish (president) in the chair. The president announced that Mr. Jenkin, who had sent an apology, was absent through illness.

### TUESDAY'S PROCEEDINGS

The following were among the matters dealt with by the Council at their meeting on November 3:—

A letter from the Hastings, St. Leonards and District Branch conveying the following resolution: "That the Society's preliminary examination should be matriculation, and microbiology should replace botany in the Preliminary Scientific examination."

A letter from the British Science Guild inviting the Society to contribute to its funds; it was agreed that a donation of £3 3s. should be sent.

A letter from the Lord President of the Council enclosing a copy of a letter from an unqualified person against whom proceedings under the Pharmacy Acts had been authorised, who inquired whether the Society was in order in applying for a penalty of £5. It was agreed that the Lord President should be informed that the procedure followed by the Society in this case was the procedure laid down by the Acts.

The Council gave the Committee of the Examination Syllabuses authority to invite the co-operation of the University of London in revising the syllabus for the Pharmaceutical chemist examination in order that if possible this syllabus might be identical with the syllabus for the Bachelor of Pharmacy degree.

### ELECTIONS AND RESTORATIONS

One hundred and ten persons were elected members of the Society, and four persons as student-associates. A number of persons were restored to the Society. The registrar reported that 164 persons had been registered as apprentices or students.

### REGISTRATION

Kathleen Murray Wemyss, Twickenham, having passed the Qualifying examination of the Pharmacy Board of New Zealand, and complied with the prescribed formalities, was registered as a chemist and druggist.

### BOARD OF EXAMINERS

The following were appointed members of the Board of Examiners for England and Wales for the ensuing year:—Harry Berry, Agnes Thomson Borrowman, Oscar Lisle Brady, Nellie Carter, John Edward Coates, Charles Edwin Coffield, James Arnold Crowther, Harold Davis, John Edmund Driver, Norman Evers, Robert Fouracre, Stephen Furnival, Henry George Greenish, James Grier, Paul Haas, Frederick Hemming, Fred Cholerton Highfield, Willis Openshaw Howarth, Henry Baker Lacey, Louis Lownds, Henry Brown Mackie, Samuel Roslington Milner, Frederick Henry Newman, John Wicliffe Peck, Ernest Preston, Joseph Hubert Priestley, Alexander Oliver Rankine, Donald Henry Richardson, Thomas Moore Ridley, Edward James Salisbury, Percy Arthur William Self, George Arthur Sutherland, Richard John Tabor, Archibald Leonard Taylor, David Thoday, Thomas Tickle, Thomas Edward Wallis, Alan Henry Ware.

The following were appointed Members of the Board of Examiners for Scotland for the ensuing year:—Joseph John Blackie, John Gilmour, Robert James Douglas Graham, Matthew Verden Hunter, James Pickering Kendall, Martin Meldrum, James Robert Milne, Gordon Perrins, John Henry Ramsay, William Wright Smith, Henry Stout, Thomas Wilson.

### EDUCATION COMMITTEE

The report of the Education Committee showed that certain schools had been recognised for the teaching of subjects required by the Preliminary Scientific examination. The report was adopted.

### BENEVOLENT FUND COMMITTEE

The report of this Committee showed that fourteen applications had been received, and grants made ranging from £13 to £30. The quarterly summary of the Committee's work stated that the total number of cases dealt with was twenty-three and grants twenty-one. Total disbursements amounted to £476. During the same period receipts amounted to £804 10s. The following special contributions were acknowledged:—Leicester Branch, £6 14s. 10d.; Reigate and Redhill Pharmacists' Association, £6 2s.; W. W. Pring, £5 4s. 6d.; Williams & Peters, £3 5s. 11d.; S. T. & S. A. Milbank, £2 10s.; Great Yarmouth Pharmaceutical Association, £1.

Mr. BEARDSLEY expressed regret that the special contributions were much smaller than usual. The Committee, he said, had considered the suggestion made at the last meeting of the Council that pharmacists should be asked to place in their shops, as far as possible, special collecting boxes near their weighing machines. They were very much indebted to those pharmacists who already made use of boxes, for this method of collection was bringing in quite a considerable sum to the Fund. He appealed to members in the country to apply for boxes, which would gladly be sent on request. It seemed that there were difficult times ahead, and they all knew it might be necessary to cut down allowances. He hoped that more members would become annual subscribers to the Fund.

Mr. MARNs said he was very pleased that the Committee had adopted his suggestion. He mentioned that during a recent visit to Berkhamsted he met a member who showed him a box which he had made himself and also told him that he had issued similar boxes to members of the Watford branch. The member also threw out an interesting suggestion—that when the Society's inspector visited a shop in the course of routine work, she should have authority to empty boxes and give a receipt for the contents. Thus there would be none of the delay which might otherwise occur in the money being handed over.

The report was adopted.

### WAR AUXILIARY BENEVOLENT FUND

The Committee reported that since the last meeting they had received six applications, and grants had been made or were now recommended ranging from £4 4s. to £52. The Committee's quarterly statement showed that eleven grants had been made, involving a total of £299. The report was adopted.

### BRITISH PHARMACEUTICAL CONFERENCE

The report of the Executive Committee of the British Pharmaceutical Conference included a paragraph regarding the meetings of a subcommittee consisting of representatives of the Conference Executive, and of the Council of the Pharmaceutical Society, convened to discuss the re-establishment of the research list. It was resolved that each member of the Executive should be invited to send the secretaries suggestions of subjects suitable for inclusion in such a list. The week commencing September 12, 1932, was fixed for the meeting of the Conference in Aberdeen.

On the proposition of Mr. HUMPHREY, it was decided that the names of the corresponding members who had failed to pay their subscriptions should not be published.

## FINANCE COMMITTEE

The financial statement showed that receipts since the last meeting, including a balance of £9 2s. 10d., amounted to £8,930 3s. 2d., comprising the following items:—Subscriptions, £190 1s.; registration fees, £509 2s.; certificates of qualification, £1 2s.; examination fees, £12 12s.; School of Pharmacy, £2,773 1rs. 10d.; Pharmacological Laboratories, £225 4s. 6d.; penalties, £93 16s. 7d.; rents and interest, £646 os. 8d.; "Pharmaceutical Journal," advertisements, etc., £1,186 19s. 11d.; Quarterly Journal, £21 1s. 6d.; "Pharmaceutical Pocket Book," £14 19s. 2d.; Registers, £3 1s.; examination papers, £5 10s. 10d.; Pharmaceutical Press publications, £35 9s. 4d.; B.P. Codex, £36 6s. 3d.; "Forensic Pharmacy," £14 16s. 4d.; F.S.S.U., £140 2s. 10d.; sundries, £1 2s. 7d.; transferred from deposit account, £2,950. Payments ordered at the last meeting amounted to £8,913 16s. 6d., leaving a balance of £16 6s. 8d. The balances on the other accounts were:—Benevolent Fund (current account), £4 18s. 7d.; Benevolent Fund (donation account), £5 5s. 11d.; War Auxiliary Benevolent Fund, £28 16s. 11d.; Orphan Fund, £8 16s. The report recommended that accounts amounting to £5,529 1s. 10d. be paid, and that the action of the secretary in making payments amounting to £1,221 15s. 11½d. be approved. The report was adopted.

## LAW COMMITTEE

The report of the meeting of the Law Committee, presented by Mr. Marns, stated that in England and Wales since the last report, 773 shops have been visited; of these 445 were chemists' shops. In five chemists' shops no certificate was exhibited. The remaining 328 shops were shops carried on by unqualified persons. At seventeen of these certain infringements of the Pharmacy Acts were reported. In Scotland, since the last report, ninety-three shops have been visited. These consisted of ninety-two chemists' shops and one doctor's surgery. In all the chemists' shops certificates were exhibited.

This was all the public business.

## Branch Meetings

**Cardiff.**—A meeting of the Cardiff and District Branch was held recently, the president (Mr. H. A. Hobbs) in the chair. The annual dinner was fixed for the last Wednesday in November. Messrs. R. Robinson, J. Lee Jones and E. Poole (delegates) gave reports of the Conference at Manchester; the speakers were thanked. A long discussion followed as to what measures might be taken to secure still better attendances at the meetings. The question of supply of foods, medicines, etc., by welfare centres, was again reviewed; the present wholesale supply of infant foods to people in good financial positions was much deplored. It was agreed that the local branch of the R.P.U. should make inquiries with a view to taking concerted action.

**Leeds.**—The present session of the Leeds and District Branch was opened on October 22 by an address by Mr. J. P. Gilmour, editor of "The Pharmaceutical Journal," on the subject of

## PHARMACY OLD AND NEW

## [Abstract]

PHARMACY is a world within a world, so that for an understanding of its evolution, place and power, a general survey must be taken in any period of the whole of which it is a part. The speaker was apprenticed in Glasgow in 1877 to a chemist, dentist and herbalist. In that final third of the Victorian age public health was in its infancy, and nearly all the public utility services and most of the conveniences, comforts and amenities of life which we now take incuriously as a matter of course were non-existent or in the embryonic phase. In 1877 there were few joint-stock companies in the retail drug trade. The ratio of pharmacies to population was about 1:3,000. In Glasgow, rents of chemists' shops, except in the main thoroughfares in the centre of the city, ranged from £15

to £40; rates and taxes taken together were about 2s. in the £, and income tax was 8d. in the £. Adaptations of the Liverpool Price List, more honoured in the breach than the observance, were current in most of the populous centres. Net profits were higher because establishment charges were lower. The unqualified assistant was the rule, with a salary of from 20s. to 30s. weekly, with hours averaging from sixty to seventy a week, an occasional night off as a great concession, and seldom any annual holiday, while the stock included the more important pharmacopœial drugs and preparations, and a number of unofficial drugs. Tablets, first invented in England by William Brockedon, a North Country chemist, were introduced in America by Wyeth of Philadelphia, and their chlorate of potash, pellets were the *avants-couriers* of the subsequent invasion. Of advertised proprietaries, the principal lines were Holloway's Pills and Ointment, Collis Browne's Chlorodyne, Perry Davis's Pain Killer, Rooke's Solar Elixir and Oriental Pills, Old Jacob Townsend's Sarsaparilla, Morison's Pills of Health, Cockle's Pills, Winslow's Soothing Syrup, Godfrey's Cordial, Brandreth's Sugar-Coated Pills, Whelpton's Pills, Singleton's Golden Eye Ointment, Old Parr's Pills, Glickon's Salve and Allcock's Plasters.

Dispensing in Glasgow and the West of Scotland, as in England and Wales, was almost wholly in the hands of the doctors, many of whom in the above-named part of Scotland kept what were to all intents and purposes chemists' shops. In many pharmacies the bulk of the principal galenicals were made on the premises, but even in 1877, according to a writer in the pharmaceutical Press, it was "becoming more economical to buy than to make." The only legislative enactments that materially affected the chemist in business were the Pharmacy Act, 1868, the Food and Drugs Act, the Medicine Stamp Acts, the Licensing Acts, and the Weights and Measures Act. According to copious correspondence in the pharmaceutical Press, pharmacy was declared to be going to grief, and going to the dogs, and the Pharmaceutical Society was furiously assailed for neglecting the business concerns and interests of its members, and of pharmacists in general.

On the whole, there is more continuity than discontinuity between the past and present of pharmacy. There is still much the same ratio of pharmacies to population, but the development of public health services, and in particular the extension of the hospital system in its out-patient departments, have seriously affected the demand for drugs and medicines from the retail chemist. Store chemists and chain-store combines own nearly 1,500 shops in Great Britain. In point of material ease and comfort, the standard of living is almost luxurious. The shop-made galenical is well-nigh a thing of the past. Business may not be much more mixed than it was in 1877, but the stock is more miscellaneous, and the continual multiplication of new synthetic drugs, "biologicals," proprietaries, and toilet articles, makes the chemist's lot a perfect purgatory. Despite the poor pay, insurance dispensing has proved a gain. Pharmaceutical education and training, except for practical instruction and experience in apprenticeship, are greatly superior to what they were in 1877, but legislation affecting pharmaceutical business and practice is now a perfect labyrinth.

Assuming that medicine and pharmacy will not be nationalised within the next half-century, the dominant aims and objects towards the attainments of which pharmaceutical organisations must continue to strive are the entire separation, save in outlying parts, of dispensing from prescribing; the restrictions to chemists of the sale of many drugs now promiscuously distributed without control; the institution in the Army and Navy of a pharmaceutical service, staffed by pharmacists; higher education, in order to regulate the number of entrants into pharmacy and to ensure more fitting professional status for the pharmacist, and to create new openings for the utilisation of the scientific and technical qualifications of pharmacists with university degrees and post-graduate diplomas. The late Sir William Glyn-Jones rather favoured differentiation in status and



function between the purely professional pharmacist engaged in institutional dispensing and practice, or in scientific and technical work, and the shopkeeping class, but there would not appear to be any need for such grading. To those who mourn that pharmacy is not what it was, the retort is Mr. Punch's "It never was."

#### DISCUSSION

The chairman (Mr. John Lancaster), inviting discussion, said he had been glad to hear Mr. Gilmour's references to the late Edwin Yewdall, a Leeds chemist to whom pharmacy owed a good deal. Mr. J. H. Beacock recalled incidents of his own apprenticeship in the time of the Franco-Prussian war. He spoke of making laudanum in the shop, and syphoning it out of a four-gallon bottle by suction, starting the process with their mouths. Mr. N. N. Armitage commented on the fact that he was himself the third generation of the same family in Leeds pharmacy, and was now followed by his daughter. Mr. A. Rothstein agreed with Mr. Gilmour that the trend of events seemed to point to chemists gradually becoming nothing more than paid servants of the State. He could not say he regarded the outlook as quite desirable, but it might provide them with greater leisure. Mr. H. Gilleghan rather regretted that conditions of late years had made it imperative that the manufacture of galenicals should be elsewhere than the private pharmacy. If one looked into the history of Acts of Parliament affecting pharmacy, one would realise that some of the organisations which did the most vitally effective work were organisations of a very hastily arranged character; but they got something achieved, instead of waiting for a lead from national headquarters. Mr. A. W. Lupton briefly contributed to the expressions of appreciation of Mr. Gilmour's visit and paper.

Mr. Gilmour, in reply, said as one got older one tended to become reminiscent; one should, however, endeavour to keep an open mind, receptive of new ideas. It would

be a misfortune if the world were to be ruled too much by the old. Mr. Gilmour agreed with Mr. Rothstein as to the desirability of more leisure to counteract the strain of modern business. He was not prepared to prophesy the future of the chemist, but things certainly seemed to point to the possibility of their being State servants. He was afraid there was no likelihood of the making of galenicals ever returning to the shop, but pharmacists could be well content to be really intelligent dispensers and distributors. Mr. Gilmour agreed with Mr. Gilleghan that many hastily improvised organisations had done good work in the past but these were days of centralised influence and, particularly in negotiations with the Government, no good could be done by half a dozen different pharmaceutical policies. Centralised organisation was sometimes rather slow-moving, but the branches and the individual members could do a good deal to ginger that up when necessary. The licensing laws never provided for the chemist, and the sale of spirituous preparations up to now had been entirely a matter of legal concession rather than legal right. It was to be hoped that when national affairs settled down somewhat the position would be regularised by way of the licensing laws.

**Nottingham.** — The annual general meeting of the Nottingham and District Branch was held on October 28. There was a good attendance. The treasurer's report disclosed a satisfactory balance; it was decided to give £10 10s. to the Society's Bencvolent Fund. The following officers were elected for the ensuing year:— *President*, Mr. J. R. Ball; *Vice-President*, Mr. F. W. Shepherd; *Treasurer*, Mr. H. Middleton; *Secretary*, Mr. W. J. Clay; *Assistant Secretary*, Mr. C. E. Reynolds; *Auditors*, Messrs. Sergeant and Plattin. It was decided to continue the weekly meeting of the Pharmacy Club. It was also decided that next year the dispensing prize should be awarded to the student obtaining the greatest number of marks in dispensing and pharmacy at the Nottingham University School of Pharmacy examinations.



#### ENTERTAINMENTS AT WHICH WE HAVE NEVER ASSISTED

Competition night at the Pharmaceutical Society. Deciphering the calligraphy of eminent members of the B.M.A.

(Reproduced by permission of the proprietors of "Punch")

# Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

## Local Reports

### ENGLAND AND WALES

**Devon.**—At a recent meeting of the Devon Insurance Committee it was decided to censure a chemist and warn him to use greater care in future. The Committee considered the chemist had committed a breach of agreement, but that there was no fraudulent intention or culpable carelessness on his part. With reference to the non-supply by a corporation of diphtheria antitoxin to insured persons in its area, the Medical Benefit Subcommittee reported the receipt of a letter from the corporation confirming its previous decision. The Subcommittee had instructed the clerk to address a further letter to the corporation stating that the Subcommittee was at a loss to understand why certain of the poorer classes to whom the Public Health Act, 1875, referred were disqualified by the council from receiving the benefits given under the Act because they were insured persons. The Subcommittee pointed out that the Act did not appear to contemplate any such distinction, and that it was the usual procedure of local authorities in the county to provide antitoxins.

**Kent.**—Complaints of patients being kept waiting by certain chemists were discussed at a meeting of the Kent Insurance Committee held on October 28. The matter arose out of a report by the Chemists' Hours of Service Subcommittee that the chemists in Sheerness had asked for a reduction of hours. The hours were to 8 p.m.; and the chemists asked the Committee to agree to closing at 7.30 p.m. on Mondays, Tuesdays and Thursdays, or, if a rota were insisted upon, at 7 p.m. The Committee had informed the chemists that, subject to the introduction of a rota service from 7 to 8 p.m. on the three days mentioned, excluding that at Blue Town, no objection would be raised to closing at 7 p.m. The chairman said it was a difficult matter to please everyone. There had been dissatisfaction at Sheerness among insured persons. He instanced the case of a man who left work at 7 p.m. and got to the doctor at 7.55 p.m., but the chemist closed at 7.30 p.m. The man could not get his medicine. Mr. J. E. French wished it made clear that at Sheerness there had been no dissatisfaction on the part of the patients, but the chemists made an application. Mr. A. W. Tapp said that as the winter was approaching he wished to bring forward complaints that panel patients on taking doctors' prescriptions to the chemists were told to call back in half an hour or in an hour's time. He was speaking particularly of Gillingham, Chatham and Rochester, where women, who had gone for medicine, were kept waiting about in the cold streets while it was made up. He was told the same custom prevailed as regards private prescriptions. He maintained that in all cases, except where the medicine required exceptional care in making up, the prescriptions should be dealt with at once. Mr. Botell said he had been frequently told by his chemist that he could not make "this" up now, and that he must come back in an hour's time. Mr. French said Mr. Tapp had made these complaints before, but had never brought forward the actual names. It was hardly fair to make such general complaints. If medicine could not be made up by one chemist another could do it. The competition among chemists was such that they did not desire to offend any of their customers. Mr. Tapp declared he could bring hundreds of such cases. The chairman said it was their duty, as members of the Committee, to bring forward such complaints, and he was glad the question had arisen. Dr. L. J. Miskin said patients often told him they could not get medicines for half an hour or longer. Dr. M. Renton said he always advised patients to go to the chemists where they got the quickest and most courteous service. The report was adopted.

# Chemical and Allied Trades Census

THE final report of the third census of production of the chemical and allied trades of the United Kingdom for 1924 has now been issued. Included in the report are the figures relating to chemicals, drugs, dyestuffs, perfumery, and toilet preparations, etc. The average number of persons employed in the chemical, drugs and dyestuffs trades in 1924, operative and administrative, was 69,245. The value of the goods made, gross output, was £56,204,000; the cost of raw materials purchased and used was £30,779,000, giving a net output of £25,425,000, with a net output per person employed of £367. Of this grand total drugs and medicinal preparations account for £15,567,000 gross, compared with £4,009,000 in 1912 and £4,866,000 in 1907. The only available detailed returns of production of drugs and medicinal preparations, etc., in 1924 are as follows:—

Description	Quantity	Selling value	Exports, quantity	Imports, quantity (net)
Acids:		£		
Acetic, including acetic anhydride .. tons	3,120	109,000	100	8,820
Boric .. tons	2,900	117,000	—	—
Citric, tartaric and tartrates, not elsewhere specified .. tons	4,090	496,000	1,180	1,700
Hydrochloric .. tons	208,500	714,000	—	—
Oalic and oxalates .. tons	30	4,000	10	790
Salicylic, excluding aspirin and salicylates, not elsewhere specified .. tons	540	84,000	80	30
Sulphuric .. tons	793,600	2,672,000	—	—
Borax .. tons	7,600	169,000	—	—
Chloroform .. lb.	545,000	91,000	130,000	400
Collodion .. gal.	6,800	14,000	1,200	100
Cream of tartar .. tons	2,490	214,000	2,320	2,270
Ether, acetic and butyric .. lb.	217,000	11,000	9,000	1,200
Ether, sulphuric .. gal.	119,000	62,000	1,700	—
Formaldehyde .. tons	740	40,000	260	1,080
Galenic preparations .. lb.	—	4,878,000	—	—
Glycero-phosphates .. lb.	42,800	5,000	5,100	7,900
Novocain, eucain, and similar local anaesthetics .. lb.	13,900	42,000	300	2,100
Ointments and liniments .. lb.	3,662,400	326,000	817,600	873,600
Other drugs, including cocaine and salts, morphine and salts, quinine and salts, aspirin, menthol, salvarsan, etc. .. lb.	518,300	16,000	252,400	201,500
Prepared foods for infants and invalids .. lb.	—	2,744,000	—	—
Proprietary medicines .. lb.	—	6,694,000	1,143,000	160,000

Exports, f.o.b. value, for 1924 totalled £3,650,000, against £1,889,000 in 1907, and retained imports, c.i.f. value, in 1924 totalled £1,011,000, against £1,073,000 in 1907.

Under a general heading the value of essential oils and camphor produced in 1924 is given as £240,000. Flavouring essences and edible colouring matters as £400,000. Perfumery and toilet preparations, £510,000. Exports of essential oils for 1924 totalled £255,000, f.o.b. value, and retained imports £828,000, c.i.f. value. Exports of camphor totalled £9,000, and retained imports, £145,000.

THE drug department sales of the Coventry and District Co-operative Society for the half-year ended September 1 were £6,397, a decrease of £117 compared with the corresponding period of last year.

A LIFE OF LAVOISIER has been published (price 7s. 6d.) by Constable & Co., Ltd., 10-12 Orange Street, London, W.C.2. The author, Mr. J. A. Cochrane, has compiled a pleasantly written and comprehensive account.



# Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, November 5

THE sudden decline in sterling exchange values has had a depressing and disturbing effect on all markets. Business in most directions has fallen off rather badly, and the tone is not so healthy. Values of imported products have naturally tended to harden with the fall of the pound, but the higher quotations for shipment are more or less nominal, there being but negligible forward business passing. As a matter of fact, spot values of such goods are generally at a lower figure, but, due to the unsatisfactory state of affairs and the lack of information as to what actions the Government will take to improve the economic position, there is little business moving. At the same time holders of stocks are not anxious to dispose of their goods. The net result is a series of rather stagnant markets. In pharmaceutical chemicals the turnover has been very limited. Makers have again advanced their prices for iodides and adjustments in morphine and codeine salts values are recorded. Vanillin is very steady; sodium benzoate is firm, and the demand for aspirin is sustained. Business in crude drugs has been disappointing, there being a noticeable falling off in the demand. Camphor and menthol are steady on spot, chiefly because supplies are short. Gum acacia has weakened on a slack market. Honey is very steady. Senega remains dull and irregular. In essential oils the chief feature has been the demand for lemon-grass with stocks now very low and the shipment figure much dearer. Japanese dementiolised peppermint is about steady but quiet, and the easier shipment price for the American oil quoted in dollars is counteracted by the loss in sterling. There has been a good demand for Australian eucalyptus oil. Sicilian oils are generally subdued and unchanged, the future of bergamot being indefinite. Industrial chemicals have been in much quieter demand, and it seems that business is not likely to improve until the Government make a definite announcement as to their intentions in regard to the question of tariffs. There has been a better demand for some of the fixed oils, with palm oils active at dearer prices. Linseed also shows some recovery, but American turpentine is still neglected and is easier.

## Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par.	Nov. 5	Value of the £
Amsterdam ..	Fl. to £	12.107	9½	15/4½
Berlin ..	Mks. to £	20.43	15½	15/6
Brussels ..	Belga to £	35	26½	15/4½
Copenhagen ..	Kr. to £	18.159	17½	19/3
Lisbon ..	Esc. to £	110	109½	19/11½
Madrid ..	Ptas. to £	25.22½	42½	34/0
Milan ..	Lire to £	92.46	72½	15/7½
Montreal ..	Do. to £	4.86½	4.16½	17/1½
New York ..	Dol. to £	4.86½	3.76½	15/5½
Oslo ..	Kr. to £	18.159	17½	19/6½
Paris ..	Fr. to £	124.21	95½	15/5½
Prague ..	Kr. to £	164.25	17½	19/1½
Stockholm ..	Kr. to £	18.159	17½	19/1½
Vienna ..	Sch. to £	34.58½	28	16/2
Warsaw ..	Zloty to £	43.38	32—36	15/8½
Zurich ..	Fr. to £	25.2215	19½	15/3½

Bank rate 6 per cent. a—Nominal

## Pharmaceutical Chemicals, etc.

DURING the past week business has been moving on a very limited scale, and it is apparent both buyers and sellers are disturbed by the decline in sterling exchange values and are anxiously awaiting the Government's proposals for balancing inward and outward trade. Iodides are again dearer. Makers' prices for morphine and codeine salts have been revised.

ACETANILID is about steady, but business continues on a very modest scale: B.P. crystals and powder, 1s. 6d. to 1s. 7½d. per lb. as to quantity.

AMIDOL has remained rather quiet, but quoted values are maintained: one cwt., 7s.; 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins.

AMIDOPYRIN is still showing but small activity; dealers' prices are steady: crystals, five cwt., 14s. 3d.; two cwt., 14s. 7d.; less than two cwt., 14s. 9d. per lb., with powder 1½d. per lb. extra.

ASPIRIN.—A general business of satisfactory volume continues and prices are holding very steady. Home trade: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10½d.; 7 lb., 3s.; 1 lb., 3s. 4d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d. per lb. f.o.b.; less than one cwt., 2s. 9d. per lb., ex works.

BARBITONE is a slow market, but there is not much material on spot offering below 9s. 3½d. to 9s. 6d. per lb., as to quantity.

BENZOIC ACID (B.P.).—A very fair business continues in this article and prices are steady: quoted from 1s. 10½d. to 2s. per lb., as to quantity.

BROMIDES.—Rather more business is coming on the market and home makers appear to be doing well. Some Continental material is competitive: ammonium, five cwt. and over, 1s. 6d.; one cwt., 1s. 7d.; less than one cwt., 1s. 10d.; potassium, B.P. crystals and granular, five cwt. and over, 1s. 3d.; one cwt., 1s. 4d.; less than one cwt., 1s. 7d.; sodium, B.P., five cwt. and over, 1s. 5d.; one cwt., 1s. 6d.; less than one cwt., 1s. 9d. per lb., and slightly less for bulk quantities.

BUTYL CHLORAL HYDRATE is steady on a quiet market: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CALCIUM LACTATE is moving fairly well and prices are about unchanged: spot, 1s. 2d. to 1s. 3½d. per lb., as to quantity.

CHLORAL HYDRATE.—Home makers' prices continue to command the market: duty-paid crystals, 2s. 11½d. to 2s. 1½d. per lb., as to quantity and packing.

CHLOROFORM.—Makers' prices continue unchanged: in drums, 2s. 3d. to 2s. 6d.; winchesters, 2s. 3½d. to 2s. 6½d.; 2-lb. bottles, 2s. 4½d. to 2s. 7½d.; 1-lb. bottles, 2s. 5½d. to 2s. 8½d.; 8-oz. bottles, 2s. 6½d. to 2s. 9½d.; 4-oz. bottles, 2s. 8½d. to 2s. 11½d.; for 10 cwt. down to 56-lb. lots, carriage paid on minimum cwt. lots.

CITRATES.—Makers' prices continue at the old rates: potassium citrate, B.P., 1s. 7d.; sodium citrate, B.P.C., 1923, 1s. 8d.; ferri ammon. cit. (B.P. (brown), 1s. 9d. per lb., in 28-lb. lots; 7-lb. lots, 5d. per lb. dearer.

CITRIC ACID (B.P. CRYSTALS).—Business appears to have been of small account: quoted prices for foreign are unchanged at 1s. 0½d. per lb., less 5 per cent., carriage paid. British makers quote 1s. 0½d. per lb., less 5 per cent. discount, without engagement.

CODEINE.—Makers now quote at the following figures: pure crystals and precip., 250 oz., 17s. 6d.; 100 oz., 13s.; 5 oz., 18s. 6d., and less 19s. 8d. per oz. Hydrochloride and sulphate, 250 oz., 15s.; 100 oz., 15s. 6d.; 5 oz., 16s.; and less 16s. 10d. per oz. Phosphate, 250 oz., 13s. 4d.; 100 oz., 13s. 10d.; 5 oz., 14s. 4d.; and less 15s. 2d. per oz.

CREAM OF TARTAR continues about steady, but business is not of much account: foreign material is quoted from 85s. 6d. to 87s. 6d. per cwt., less 2½ per cent., carriage paid, as to quantity. British makers quote 99 to 100 per cent. at 89s. per cwt., less 2½ per cent. discount, without engagement.

CREOSOTE (B.P.) remains slack: dealers quote spot at about 2s. per lb.

ETHER (NETHYLATED).—There is no change to report in home makers' prices: s.g. 0.750, 1s. 1½d.; 0.735, 1s. 2d.; 0.730, 1s. 2d.; 0.725, 1s. 4d. per lb., in w-quarts; 12 w-quarts, halfpenny less, and packed in drums or carboys, 1d. less.

**FERRI QUININE CITRATE.**—Makers' prices continue without engagement: in 100-oz. lots, 9½d. per oz., in 100-oz. tins; 9½d. per oz. in 25-oz. tins; 9½d. per oz. in 16-oz. tins; 10d. per oz. in 8-oz. tins; 10d. per oz. in 4-oz. tins; 11½d. per oz. in 1-oz. tins; 1s. 2½d. per oz. in ½-oz. tins; ½d. per oz. more for smaller quantities, usual terms.

**GUAIACOL CARBONATE** meets with occasional business: spot is quoted from 6s. 6d. to 6s. 8d. per lb., as to quantity.

**HEXAMINE** is a bright market, with quoted values fully maintained: free-running crystals, spot, from 2s. 2d. to 2s. 6d. per lb., as to quantity.

**HYDROQUINONE.**—There is not much business moving, but quoted prices are holding steady: ten cwt., 3s. 11½d.; five cwt., 4s. 0½d.; two cwt., 4s. 1½d.; one cwt., 4s. 1¾d.; 56 lb., 4s. 2¾d.; 28 lb., 4s. 4¾d.; 14 lb., 4s. 6½d.; 7 lb., 4s. 8½d.; 1 lb., 5s. 3d. per lb., carriage paid.

**IODIDES.**—Makers' prices show a further advance and quotations are made without engagement. The previous alteration was on October 7. Potassium iodide, B.P.: one cwt., 21s. 4d. per lb.; 23 lb., 21s. 7d. per lb.; 14 lb., 21s. 10d. per lb.; 7 lb., 22s. 10d. per lb.; 4 lb., 23s. 7d. per lb.; smaller quantities, 24s. 4d. per lb. Sodium iodide, B.P.: 28 lb., 24s. 1d. per lb.; 14 lb., 24s. 7d. per lb.; smaller quantities, 25s. 1d. per lb. Iodine resub., B.P.: one cwt., 24s. 7d. per lb.; 23 lb., 24s. 10d. per lb.; 14 lb., 25s. 4d. per lb.; smaller quantities, 25s. 10d. per lb. Iodoform, B.P. cryst. precip. or powder: 28 lb., 27s. 6d. per lb.; 14 lb., 28s. 2s. per lb.; smaller quantities, 28s. 9d. per lb. In quantities not less than one cwt. (which may be taken assorted) containers of 28 lb. and outer packages are free. Carriage paid on any quantity. Contracts are not accepted, but rebates apply to quantities of five cwt. or more, if taken in one or more deliveries over four months. Deliveries will be invoiced at the rates current on the day on which order is received, or on the date of despatch, whichever may be the lower.

**LACTIC ACID (B.P.).**—British makers are reported to be selling in the region of the former rates of about 1s. 4d. to 1s. 6d., as to quantity, while prices for foreign to come forward are at the following rates: one ton, 1s. 6½d.; ten cwt., 1s. 7d.; two cwt., 1s. 8d.; one cwt., 1s. 8½d.; small lots, in bottles, up to 2s. per lb., carriage paid.

**METHYL SALICYLATE (B.P.)** is very steady and business is moving on a limited scale. Continental material is competitive: one ton and over, 1s. 4½d.; five cwt., 1s. 4¾d.; one cwt., 1s. 5d.; less than one cwt., 1s. 6d.; small lots, in bottles, up to 2s. per lb.

**METHYL SULPHONAL** is about unchanged on a quiet market: two cwt., 15s. 1d.; one cwt., 15s. 7d.; 56 lb., 16s. 1d.; small parcels, 16s. 7d. per lb.

**METOL** is a steady but rather dull market: 28 lb., 7s. 9d.; less, 8s. per lb., carriage paid.

**MILK SUGAR.**—Dealers' prices for Continental material are dearer and occasional business is being done: quoted from 49s. 6d. to 52s. per cwt., in two-cwt. cases.

**MORPHINE.**—Makers' prices have been revised to the following rates:—

	Under 5 oz.	5 oz. and over assorted	For 100 oz. assorted contracts over 6 months	For 250 oz. assorted contracts over 6 months
Morphine:	oz.	oz.	oz.	oz.
alkaloid precip. .. ..	24/5	23/9	23/6	23/2
bromide .. ..				
meconate .. ..				
tartrate (neutral) .. ..				
acetate .. ..				
hydrochloride powder .. ..	19/9	19/-	18/9	18/6
sulphate .. ..				

**PAPAVERINE.**—Makers quote as follows: pure and sulphate, 250 oz., 11s. 10d.; 100 oz., 12s. 4d.; 5 oz., 12s. 10d.; and less, 13s. 6d. per oz.; hydrochloride, 250 oz., 10s. 10d.; 100 oz., 11s. 4d.; 5 oz., 11s. 10d.; and less, 12s. 8d. per oz.

**PARALDEHYDE** is on the quiet side and keen prices are quoted for important business: quoted from 10½d. to 1s. per lb., as to quantity and packing.

**PHENACETIN** is steady, but there is not very much business about: crystals, five cwt., 4s. 6d.; two cwt., 4s. 6½d.; and less, 4s. 8d. per lb., with powder 1½d. per lb. extra.

**PHENAZONE** meets with a limited inquiry, with dealers quoting unchanged: crystals, ten cwt., 7s. 7d.; five cwt., 7s. 9d.; two cwt., 7s. 10½d.; and less, 8s. per lb., with powder 1½d. per lb. extra.

**PHENOLPHTHALEIN** continues to be freely offered, with prices quoted keen in the region of 4s. 8d. to 5s. per lb.; as to quantity.

**POTASSIUM PERMANGANATE (B.P.)** is steady, but dealers are finding bulk business quiet: in drums, 6½d., and smaller lots from 7d. per lb.

**POTASSIUM SULPHOGUAIACOLATE** is rather quiet on spot: dealers quote at about 3s. 11d. to 4s. per lb.

**PYROGALLIC ACID.**—Makers' prices are unchanged: one cwt., 6s. 9d.; 56 lb., 7s.; 23 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d. per lb., in 7-lb. tins.

**QUININE SULPHATE** continues to be quoted for this market at 2s. 2d. per oz. It is fixed at this figure provided the Dutch exchange on sterling remains within 9 to 10.

**RESORCIN** is moving in very limited quantities: quoted from 3s. 8d. to 3s. 8d. per lb., spot, as to quantity.

**SALICYLIC ACID (B.P.)** is very steady at makers' prices: one ton, 1s. 5d.; ten cwt., 1s. 5½d.; five cwt., 1s. 6d.; one cwt., 1s. 6½d.; small parcels, up to 2s. per lb.

**SALOL** remains dull, with quoted values about maintained: crystals, one cwt., 4s. 6½d.; 56 lb., 4s. 7d.; smaller parcels, 4s. 8d. per lb.; powder, 1½d. per lb. extra.

**SANTONIN.**—This market continues steady at unchanged prices: five kilos, £48 15s.; one kilo, £49 10s. per kilo.

**SODIUM BENZOATE (B.P.)** is still meeting with a good inquiry and spot supplies are limited; market is firm as quoted: one ton, 1s. 8d. up to 1s. 10d. per lb. for small parcels.

**SODIUM DIETHYLARBITURATE** is very quiet: dealers quote spot from 10s. 6d. to 11s. per lb., as to quantity.

**SODIUM SALICYLATE (B.P.).**—Home makers continue to quote at the old Convention rates and some Continental offers are competitive. Home trade: powder, two tons, 1s. 10½d.; one ton, 1s. 10½d.; ten cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 28 lb., 2s. 1d.; 14 lb., 2s. 3d.; 7 lb., 2s. 4d.; 1 lb., 2s. 5d. per lb., with crystals 1d. per lb. extra.

**SULPHONAL.**—The market is on the quiet side, but prices are about maintained: crystals, one cwt., 12s. 7d.; 56 lb., 12s. 10d.; small parcels, up to 13s. 5d. per lb., with powder 1½d. per lb. extra.

**TARTARIC ACID (B.P.) CRYSTALS** is about steady, with not very much business moving: foreign material is quoted at about 1s. to 1s. 0½d. per lb., less 5 per cent., ex wharf. British makers quote 1s. 0½d. per lb., less 5 per cent. discount, without engagement.

**THYMOL.**—Business remains poor, with the market irregular and easy: synthetic fine white, one cwt., 5s. 9d.; 56 lb., 5s. 10½d.; 28 lb., 6s.; 14 lb., 6s. 3d. per lb.

**VANILLIN.**—Stocks are in strong hands and not much under Convention prices is now being accepted: ex guaiacol, one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb.; ex clove oil, 16s. to 19s. per lb., as to quantity, from one ton to less than 14 lb.

### Crude Drugs, etc.

QUIETER markets are reported, but in most instances spot values are being supported by dearer shipment quotations, due to the fall in sterling exchange values. Conditions generally are too unsettled to permit of much serious business.

**ACONITE ROOT.**—Napellus is being quoted for shipment at 60s. per cwt.

**AGAR-AGAR.**—The market is still dull but is keeping steady: spot, Kobe No. 1, 4s. 6d.; No. 2, 4s. 3d.; Yokohama, 4s. 3d.; shipment, new crop, Kobe No. 1, 4s.; No. 2, 3s. 9d.; and Yokohama, 3s. 8d. per lb. c.i.f.

**ANTIMONY** is at rather dearer rates, with the market dull: Chinese crude, spot, £20 10s.; shipment, £16 10s. c.i.f.; Chinese white oxide, spot, £31; shipment, nominal.

**BALSAMS.**—Occasional small business has been done on spot, with the market steady: *Tolu* is offered from 3s. 2d.; *Canada*, 4s. 6d. per lb.

**BUCHU.**—The market is very steady: good green rounds, 11½d. to 1s. per lb.; ovals are nominal.

**CAMPHOR.**—Not very much business is moving, but the market is steady: Japanese, spot, slabs, 2s. 9d. nominal; tablets, 3s. 1d., with supplies very limited. For shipment, slabs, 2s. 4½d.; tablets, 3s. 0½d. per lb. c.i.f. English, natural refined B.P. flowers, one cwt., 3s. 2d.; 23 lb., 3s. 3d.; and less, 3s. 4d. per lb. English synthetic, flowers, 2s. to 2s. 2d. per lb., as to quantity.



**CARDAMOMS.**—Market remains unchanged: bold Ceylon-Mysore, 5s. to 5s. 6d.; mediums, 3s. 6d. to 4s.; small mediums, 2s. 6d. to 3s.; smalls, 2s. to 2s. 3d.; green Alleppy, spot 2s., and 2s. 3d. c.i.f.; Bombay seeds, 3s. spot.

**CASCARA SAGRADA.**—The market has been very dull, but quoted values are maintained: spot, 1930 peel, 56s.; 1931 peel, 50s.; shipment, 45s. 6d. to 46s. c.i.f., in good quantities.

**CLOVES.**—The market has been distinctly quiet during the past week; prices quoted are about unchanged: Zanzibar, spot, 8½d.; shipment, November-January, 7½d. c.i.f.; Madagascar, spot, 8½d.; shipment, November-January, 7d. sellers, c.i.f.

The landings of Zanzibar in London during the week ended October 31 were 200 and the deliveries 295, leaving a stock of 855, against 300 in 1930. From January 1 to date, landings of Zanzibar have been 2,996, against 6,257 in 1930, and the deliveries 3,160, against 5,964 in 1930. Landings of Madagascar for the week ended October 31 were nil and the deliveries 21, leaving a stock of 762, against 670 in 1930. Landings of Madagascar this year to date have been 2,320, against 5,370 in 1930, and the deliveries 2,464, against 4,713 in 1930.

**COCOA BUTTER** is slightly dearer and business has been fair: English, 10½d. to 11d.; Van Houten's A, 11½d. per lb., in minimum one-ton lots.

**COCONUT (DESICCATED).**—The market is firm and fairly active: spot, fine, 23s. 6d.; medium, 26s.; shipment, halves, October, 24s.; November, 23s. c.i.f.

**COD-LIVER OIL.**—A satisfactory business continues here and prices are fully maintained. Shipments of Lofoten medicinal oil to October 31 totalled 63,071 barrels, against 71,125 barrels at the same time last year. Finest Lofoten steam-refined non-freezing medicinal oil, 122s. 6d. per barrel c.i.f.; spot, in minimum five-barrel lots, 130s. Some brands may be slightly cheaper.

**ERGOT.**—Some small business has been done at times. Russian is nominal on spot, with nothing but a small quantity of Wormy available. Spanish on spot is worth about 1s. 10d. to 1s. 11d.; Portuguese, to arrive, 1s. 9d. per lb.

**GELATIN.**—The market is fully steady, although business has been quiet: gold leaf, 2s. 3d.; silver leaf, 1s. 11d.; bronzo leaf, 1s. 6½d.; thin leaf, 1s. 4½d. per lb., in one-cwt. cases.

**GINGER.**—The market is steady but generally quiet: spot, West African, 28s. 3d. per cwt.

**GUM ACACIA.**—The market has been dull and is slightly easier on spot, and shipment figures are about sixpence down on the week: spot, Kordofan cleaned sorts, 44s.; natural, 42s. 6d.; bleached, 95s. to 102s. 6d. as to quality; shipment, Kordofan cleaned sorts, 38s.; natural, 36s. 6d. c.i.f.

**HONEY.**—Prices are fully maintained and business has been moderate. Supplies of palest set Jamaica have been cleared. Good pale is offered from 40s. upwards per cwt.; good medium is firm at 36s. and dark amber at 23s. per cwt. Generally supplies are limited in view of no further arrivals till next March. Californian white clover, fully 49s. per cwt.

**HYDRASTIS.**—The market is about steady as quoted at 5s. 9d. per lb. spot; business has been slow.

**IPECACUANHA.**—This market has shown but little activity: Matto Grosso, spot, is quoted at close up to 6s. 3d. per lb.

**MILE FERN EXTRACT** is quoted steadily on spot from 4s. 3d. per lb.; business is slow.

**MENTHOL.**—The spot position is steady as quoted at about 16s. per lb. for K/S brands. Shipment is firm as quoted, with November-December and January-March 12s. 7½d. c.i.f. Spot supplies are still very limited.

**MERCURY.**—Quotations for Spanish-Italian continue steady at 80 dollars per bottle, f.o.b.

**MYRRH.**—This market has shown more life and several parcels of bright Aden sorts have been cleared. Stocks available are limited. Fair sorts, £7 to £8 10s. per cwt. as to quality.

**PEPPER.**—The market is quoted at higher figures and continues steady, with a moderate business passing: Lampung, spot, 6½d.; shipment, October-December, 6½d.; January-March, 6½d., c.i.f.; Tellicherry, January-March, 64s. c.i.f.; Alleppy, January-March, 62s. sellers, c.i.f.; white Muntok, spot, 8½d.; shipment, October-December, 8d.; January-March, 8½d. c.i.f.

**PIMENTO** is quiet at about unchanged values: spot, 3d. per lb.; shipment, 24s. 3d. sellers, c.i.f.

**RUBBER.**—The tone is rather better and business has been on a fair scale, some big orders being booked for Russia. U.K. stocks show a sharp decline to 133,514 tons, against

116,421 tons a year ago. Standard ribbed smoked sheet, spot, sellers, 2½d.; November, 2½d.; December, 2½d.; January-March, 3d.

**SAFFRON** continues fully steady as quoted, but business is quiet: prime B.P., 57s. 6d.; extra B.P., 50s.; super B.P., 47s. 6d. per lb., and less for quantities.

**SARSAPARILLA.**—A limited business is reported, with prices about steady: genuine grey Jamaica, from 1s. 3d.; native Jamaica, 1s. to 1s. 2d. per lb. as to quantity.

**SEEDS.**—**ANISE.**—Spanish, 55s.; Bulgarian, 34s.; Russian, 32s. 6d. per cwt. on spot. **CANARY.**—Market firm: Mazagan, 14s. 6d. spot and 12s. c.i.f.; Tangier, 13s. spot and 11s. c.i.f.; Kenitra, 12s. spot and 10s. 6d. c.i.f. **CORIANDER.**—Morocco, 1929 crop, selling at 12s. spot; new crop quoted at 15s. **CUMIN.**—Malta, spot, 40s.; Morocco, 30s.; shipment, 27s. 6d. c.i.f. **PENUGREEK.**—Market firm: Morocco offered at 14s. 6d. spot; Tunisian, unchanged at 16s. 6d. **CARAWAY.**—Dutch remains firm at 31s. spot. **LINSEED** is dearer: Mazagan is 14s. 6d.; Morocco sold at 13s. 6d. spot. **MUSTARD.**—English 21s. 6d. to 30s., according to quality.

**SENEGA.**—This market is still depressed on spot, with offers at about 1s. 8d. per lb. The shipment figure is much dearer by comparison at 35 cents per lb. c.i.f.

**SENNA.**—A limited volume of business is being done, with the market about steady: Alexandrian, finest selected hand-picked pods, 5s. 6d. to 6s.; seconds, 3s. 6d. to 4s.; mediums, 2s. to 2s. 6d.; ordinary manufacturing, 5½d. to 6d. per lb.; Tinnevely, ordinary f.a.g. pods, 5½d. to 5½d. per lb.; Tinnevely leaves: no supplies of manufacturing quality available, the cheapest being from 4d. per lb.

**SHELLAC.**—The market has been quiet and is rather easier: spot, TN standard orange, 77s. 6d.; fine orange, 90s. to 177s. 6d.; pure button, 96s.; for delivery, TN, December, 66s. sellers; March sold at 71s.; for arrival, TN, sellers, November-December, 66s.; December-January, 66s. c.i.f.

**TRAGACANTH.**—The market has been rather quieter, but values as quoted show no change.

**WAX (VARIOUS).**—A moderate business is reported, and on account of firmer shipment conditions spot values are keeping very steady: JAPANESE, on spot, about 50s.; CARNAUBA, fatty grey and chalky grey, 70s.; medium yellow, 175s.; fine yellow is nominal, with practically nothing available; CANDELILLA is unchanged at 85s. per cwt.; SPERMACEIN, steady at 9½d. per lb. spot; PARAFFIN is quoted from 25s. to 34s. per cwt. as to melting point; CERESINE is quoted from 40s. to 80s. per cwt. as to colour and melting point; BEES' has been in fair demand; bleached, discs, £2; slabs, £7 17s. 6d.; yellow refined, £5 10s.; yellow crude, £5 per cwt. spot.

### Essential Oils

THE markets have been much quieter and the tone is not nearly so good. The loss on exchange values of sterling is unsettling. In consequence many spot values are well under shipment figures in sterling. The demand for lemon-grass has been brisk, and a sharp advance is recorded with spot stocks limited. Japanese demethylated peppermint is about steady but dull. Sicilian oils have been in small demand.

**ALMOND.**—The spot market is unchanged with genuine s.a.p. at 7s. 2d. to 7s. 4d. per lb.; sweet almond oil, 2s. 1d. per lb.

**ANISE (STAR),** although on the quiet side the market is quoted rather dearer: "Red Ship," spot, in leads, 2s. 3d.; in tins, 2s. 1d.; in drums, nominal; for shipment, in leads, 2s. 1½d.; in tins, 1s. 11½d.; in drums, 1s. 10½d. per lb. c.i.f.

**BERGAMOT.**—There is no further information available as to the control of this market; shipment quotations are moving up with the loss on exchange. The spot market is naturally unsettled, with prices varying from about 8s. 6d. to 10s. per lb., as to seller.

**BOIS DE ROSE.**—There has been very little business moving here. Cayenne, on spot, is about 6s. 3d. per lb. Brazilian, owing to weakness in the shipping market, is easier on spot at about 2s. 9d. per lb.

**CARAWAY** continues to be offered on spot at about 7s. 6d. for double-distilled and 7s. 1d. per lb. for crude.

**CASSIA.**—Last week's general quotation of 3s. 4½d. per lb. is maintained; business is quieter.

**CEDARWOOD** is about steady on spot as quoted at 1s. 8½d. to 1s. 9d. per lb., as to quantity.

**CINNAMON LEAF** is offering on spot with not much doing at about 3s. 6d. per lb.

Ceylon exports for the period April-June 1931 totalled 417,030 oz., valued \$30,000, against 139,000 oz. (\$11,000) during the corresponding period of 1930.

**CHIRONELLA.**—Some moderate business is reported; Ceylon, spot is holding at 1s. 8d. to 1s. 9d. per lb. Java is dearer for shipment, and consequently spot holders are inclined to move their prices up to 2s. 9d. per lb.

Ceylon exports for the period April-June 1931 totalled 313,400 lb., valued \$84,000, against 282,172 lb. (\$121,000) during the corresponding period of 1930.

**CLOVE** is dearer with 90 to 92 per cent. now quoted at 5s. 3d. per lb. Madagascar is quoted at 4s. 6d. per lb.

**EUCALYPTUS.**—There has been a really good demand for this article with Australian to the fore: 70 to 75 per cent. is steady at from 1s. 1d. per lb.; 80 to 85 per cent., from 1s. 4½d. per lb. Spanish, 70 to 75 per cent., 1s. 3d. per lb.

**GERANIUM.**—It is understood there would be sellers on spot of Bourbon at from 18s. per lb. The shipment position continues irregular, but generally firmer on a higher level. Algerian is quoted at about 20s. spot.

**JUNIPER BERRY (B.P.)** is unchanged on a quiet market with spot offering at about 5s. per lb.

**LAVENDER.**—French, to come forward, is firm, but there is little doing: 38 to 40 per cent., 9s. 9d. to 10s.; 36 to 38 per cent., 9s. 3d. to 9s. 6d. per lb., landed terms.

**LEMON.**—Business has been on a modest scale, and the market shows little change on the week. Sicilian, hand-pressed, 3s. 10½d. to 4s. 2d. per lb., spot, as to brand, with shipment about 3s. 8½d. to 4s. per lb., c.i.f.; Californian lemon oil, in drums, 2s. 6d. per lb., spot.

**LEMONGRASS.**—There has been a brisk demand for this article, and spot stocks, except for some adulterated parcels, are running short. The shipment figure has advanced to about 2s. c.i.f., and spot would not be likely to be picked up under 2s. 3d. to 2s. 4d. per lb., for good quantities.

**LIME** is steady on a neglected market: genuine distilled, 42s. 6d. to 45s. per lb., as to quantity.

**MANDARIN** is unchanged on a rather slow but steady market: spot is offered from 16s. 6d. to 16s. 9d. per lb., and these prices are well supported by current shipment figures.

**ORANGE.**—Business has been very limited this week, but the market is keeping very steady: Sicilian sweet, on spot, 7s. 6d. and upwards with shipment working out at about 7s. 2d. per lb. c.i.f. Bitter orange is quoted on spot at 6s. 6d. to 6s. 8d. per lb. Californian orange oil is offering on spot from 4s. 3d. to 4s. 9d. per lb., as to quantity.

**PALMAROSA** is of little interest at the moment: spot is offering at 8s. 6d. to 8s. 9d. per lb., as to quantity.

**PEPPERMINT.**—The spot market in Japanese dementholised is quite steady as quoted at 4s. 6d., but there is not much doing. Shipment is inclined to tend firm on account of loss on exchange value of sterling. November-December and January-March, 3s. 6d. per lb. c.i.f. American oil, spot, about 8s. per lb. Shipment works out at present at 7s. 3d. c.i.f., the exchange loss being balanced by easier dollar quotations.

**PETITGRAIN** is unchanged and dull: spot offers at about 4s. 2d. per lb.

**ROSEMARY** is steady, but there is not much business moving: Spanish, about 2s., and French about 3s. 10d. per lb. spot.

**SASSAFRAS** continues to be offered on spot at about 5s. per lb.; some occasional business.

**SPEARMINT** has been in a trifle better demand, with spot in the region of 8s. per lb., as to quantity.

**SPIKE.**—The shipment market is dearer owing to the present rate of exchange, with Spanish at about 3s. 9d. c.i.f. It is probable, however, there may be spot sellers at slightly less.

**WINTERGREEN.**—The market is neglected: spot is quoted at about 7s. 6d. per lb.

**WORMSEED** is unchanged and distinctly quiet: spot quoted in the region of 14s. per lb.

The following arrivals have taken place from the countries indicated during the period October 29 to November 4 inclusive: bergamot (U.S.) 18 cs.; cayuput (Nthlands.) 1 dm.; caraway (Gy.) 1 cs., (U.S.) 3 dms.; cedarwood (Kenya) 3 dms.; citronella (U.S.) 1 cs.; clove (Gy.) 7 cs.; eucalyptus (Austl.) 9 dms.; gingergrass (Ind.) 4 pots; lemon (It.) 84 cs., (U.S.) 8 cs.; lime (B.W.I.) 40 cs.; orange (Spu.) 1 cs., (It.) 6 cs.; palmarosa (Ind.) 6 pots; peppermint (Gy.) 5 cs., (It.) 5 cs., (U.S.) 2 dms.; rose (Fr.) 2 cs.; rosewood (Brazil) 3 dms.; sage (Spu.) 1 dm.; sandalwood (Ind.) 52 cs., (Gy.) 2 cs.; spearmint (U.S.) 5 cs.; various (Fr.) 37 cs., (Nthlands.) 2 cs., (It.) 34 cs.

### Fixed Oils, etc.

SOME few products have been in much better demand, principally palm oils. Prices quoted are fairly well maintained, but conditions are affected by the continual movement in sterling exchange values. Linseed has been brighter, while turpentine remains dull and is quoted easier. ACID OILS is slightly easier on a dull market; coconut and/or palm kernel, 19s. 9d.; groundnut, 18s. 9d.; soya, 15s. 9d., spot. CASTOR shows a recovery and more business has been done; supplies on spot limited; pharmaceutical, 43s. 6d.; first pressings, 43s. 6d.; second pressings, 41s. 6d. (barrels); cases £4 per ton extra, ex mills, Hull, in not less than one-ton lots; Bombay, 32s. (drums), c.i.f. COCONUT is steady and a fair business is reported; deodorised, 33s. (barrels), spot; Ceylon, 22s. (drums), c.i.f. COTTON continues steady and business has been on a satisfactory scale: deodorised, 31s. 6d.; common edible, 29s.; soap making, 27s. 3d.; crude, 25s. (barrels), spot. GROUNDNUT continues at high rates: deodorised, 38s. (barrels), spot; crude Oriental, 25s. 6d. (drums), c.i.f. LINSEED (raw, naked).—The market shows a good recovery in values on the week, but closes rather quiet: on spot, 17s. 6d.; November, 15s. 9d.; December, 16s.; January-April, 17s. 6d.; May-August, 18s. 6d. Boiled oil, on spot, 20s. OLIVE has been showing more life, and is very steady as quoted; edible, 6s. 3d. in drums, 6s. 9d. in tins in cases; B.P., 4s. 11d. per gallon, in 40-gallon barrels. PALM has been quite active this week, and the market is now steady: Lagos, 20s. 6d.; softs, 19s. 9d.; mediums, 19s. 9d.; hards, 20s. 3d.; bleached, 23s. 3d. spot. PALM KERNEL has been rather quiet: deodorised, 32s.; crude, 26s., spot. RAPE is dearer on a steady market: refined, 35s.; crude, 33s., spot. RESIN.—Prices are slightly dearer on the week, and business has been a little better: B, 11s. 6d.; D, 11s. 9d.; F/G, 12s. 3d.; N, 16s. 3d.; W/G, 20s.; W/W, 23s., ex wharf, London. SOYA.—The market is rather slow: deodorised, 23s. 3d., spot; crude, 24s., c.i.f. TURPENTINE.—The market is easier and still very quiet. Total London stocks, 33,561 barrels. On spot, 45s.; December, nominal. WOOD.—The spot price for Hankow in barrels is again slightly dearer at 44s.

## Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1931, p. 345.

(From "The Trade Marks Journal," October 21, 1931.)

- "LEVILO"; for medicated preparations (3). By Levi/ko Products, 39 New Park Street, Morley, Yorkshire.
- "SEPTOSAN"; for antiseptic dressings (3). By J. T. Coats, 105 Broughton Street, Edinburgh. 525,740.
- "RADIGAM"; for radium-impregnated appliances for rheumatism (3). By Laneta Products, Ltd., Audrey House, Ely Place, London, E.C.1. 525,782.
- "BIOCEL"; for perfumery, etc. (48). By Société Anonyme Tokalon, 7 Rue Auber, Paris. 523,726.
- "AVANT PREMIERE"; for perfumery, etc. (48). By Parfumerie Houbigant, Société Anonyme, 19 Rue du Faubourg Saint Honoré, Paris. 525,377.
- "L'ELAN D'ELIZABETH" in copyright writing on three lines; for all goods (48). By Elizabeth Arden, Ltd., 25 Old Bond Street, London, W.1. 525,808. (Associated.)

(From "The Trade Marks Journal," October 28, 1931.)

- "EUKANOL"; for all goods (1). By I. G. Farbenindustrie A.G., Mainzer-Landstrasse 23, Frankfurt-on-Main, Germany. 524,955.
- "HOBOS"; for a medicine (3). By J. H. Pullar, 16 Kersland Street, Glasgow. 524,331.
- "FRI-ZENA"; for medicines for influenza, etc. (3). By F. Wainwright, 88 Market Street, Eastleigh, Hampshire. 524,797.
- "DIGIRAMINE"; for all goods (3). By Society of Chemical Industry in Basle, 141-227 Klybeckstrasse, Basle, Switzerland. 520,184.
- "W-5" under design of classical woman's head ("W-5" disclaimed); also "W 5" in monogram form alone; for medicines (3). By Dr. Ballowitz and Co. Chemische-Pharmaz Fabrik G.m.b.H., Arkonastrasse 3, Berlin-Pankow. 524,348/915. (Associated.)



# Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

## Too Much Elaboration

SIR,—As one who has had over forty years' experience (twenty-five years in one of the largest chemists' shops in London, doing nearly £400 a week, and down to business of £40, £100 and £150 a week) I should certainly strongly advise "Singlite" (*C. & D.*, October 31, p. 551) to stick to his own last. Those systems so often broadcast are absolutely useless to 95 per cent. of chemists, and to the other 5 per cent. they are an ever-present nightmare. My stock boxes, shelves, drawers, etc., are all numbered and contents noted in a shilling "Where is it?" book. Any article can, therefore, easily be found by fresh assistants, locums, etc. On all drugs, etc., cost, date and selling price are marked on package when checked off. As regards accounts, these also are kept in four little "Where is it?" books. I have never had even a query from any income-tax officer, etc., during those forty years, so there cannot be much wrong with the simplest systems. "Singlite" should pursue his present path and save himself endless trouble, expense and worry by dabbling in expensive theoretical systems.—Yours truly,

FREDERIC NEAL.

London, S.E.27.

## The Training of the Unqualified

SIR,—May I be permitted to enlighten "Common Name" (27/10), who wishes to know where the unqualified man gets his training? We take it for granted, of course, that before presenting himself for examination he has had the necessary training in pharmacy, etc. He may fail to pass. Perhaps he does not attempt the examination again, for financial reasons. Not all young men are fortunate enough to have parents to finance them until they are qualified; and those who have to face the payment of all the fees out of their own earnings know too well what a struggle it means for them; so one cannot wonder when they do not try again. Often enough they find a situation with a limited company carrying on the pharmacy business. Most of these large concerns have a method of salesmanship which is excellent training for the assistants. And they are very methodical—business first and science next. As for the remark about the doctor having no use for the service of a qualified chemist as dispenser, just picture for a moment the possibility of N.H.I. dispensers resenting the treatment they are receiving, and refusing in a body to accept the ridiculous terms. Is it not feasible that the work would be offered to and accepted by the doctors, subject to the dispensing being done under their direct supervision or by a qualified chemist? We are living in an age of rapid changes, and I should not be surprised at anything happening in pharmacy. Again I say "Stick to 'Dispensing Chemist' as the business slogan."—Yours truly,

W. G. BURGE.

Sudbury, Middlesex.

## Competition in Drugs

SIR,—Your "Retrospect of Fifty Years Ago" continually reminds us that problems which we are nowadays trying to solve were vexing the minds of our predecessors at that much earlier period, and a striking example of this is afforded by last week's Retrospect (p. 552). Sales of drugs and medicinal preparations by unqualified persons were the subject of complaint by chemists and druggists then as now, though the position has since been changed to the extent that preparations containing scheduled poisons are not now offered for sale by the great unqualified. Still, the main evil persists and the legitimate business of chemists and druggists is sadly encroached upon by illegitimate competi-

tion, encouraged all too frequently by some in our own ranks. What we need is general agreement amongst chemists and druggists, including those engaged in wholesale business, that none but themselves are fully competent to supply the public with drugs and medicinal preparations. There are substances—such as ginger, sodium bicarbonate, borax, etc.—which are not used exclusively for medicinal purposes, and the sale of which may not unreasonably be shared by chemists with grocers and other retail dealers. But special medicinal qualities of those articles are most unlikely to be stocked except by chemists and druggists; and the supply of those varieties, in common with articles of a purely medicinal nature, should be restricted to the chemist. This is advisable in the public interest, because unqualified dealers know little or nothing about the nature and properties of drugs, whilst they are devoid of the special knowledge possessed by the pharmacist, which enables the latter to vouch for the freshness and activity of any drug or galenical he supplies. There can be little doubt that a large proportion of the medicaments sold by unqualified dealers is more or less lacking in medicinal activity, and this is certainly not to the public advantage. So much may depend upon the action of any medicine that it should be impossible for medicaments of any kind to be dispensed or sold unless they are unquestionably above suspicion as regards quality and freshness. Compulsory observance of such a rule, with the aid of the public authorities, would cut out much of the unqualified trade in drugs and medicines; but a speedier and more direct way of solving the problem would be for chemists and druggists to agree among themselves neither to supply any unqualified dealer with medicaments for re-sale, nor to lend support to anyone else who did so. Loyal co-operation among those whose turnover suffers from illegitimate competition would go far towards minimising the mischief of which they justly complain, and there should then be less reason for chemists and druggists to mask their own legitimate business by overwhelming displays of side-lines.—Yours faithfully,

JOHN HUMPHREY.

Harrow.

## Pharmacy and Poisons Bill

SIR,—A general meeting of the British Pharmaceutical Association was held in London on October 14, Mr. J. J. Laws in the chair. The chairman read a letter from Mr. J. Bronley, M.P., in which it plainly stated that the defeat of the Pharmacy and Poisons Bill was due to the efforts of the B.P.A. and the I.C.O. The following resolution was then proposed by Mr. Williams and seconded by Mr. P. Barrs: "That this meeting is of the opinion that the best interests of chemists have been served by the action taken by the B.P.A. and that such action has been successful in compelling the withdrawal of the Pharmacy and Poisons Bill by the late Labour Government. Further, that this splendid achievement should be brought to the notice of every registered chemist." This was carried unanimously. In dealing with the correspondence, the secretary called the attention of the meeting to a letter he had received from the editor of "The Pharmaceutical Journal," in which he refused publication of a letter from the B.P.A., although a similar letter from another body not entirely composed of chemists had been accorded publication. It was proposed by Mr. Morris that the secretary should ask for an explanation from the Publications Committee of the Journal. The secretary proceeded to deal with the work connected with the Pharmacy and Poisons Bill. The B.P.A. had printed its objections to the Bill, which had been sent with a covering letter to every member of the House of Lords and later to every member of the late House of Commons. Nearly 100 M.P.s had pledged

themselves to oppose the Bill. About that time the chairman and secretary were invited to give evidence before the Health Committee of the Conservative party in the House, and as a result, a combined meeting of the M.P.s of all three parties in the House was held. What followed is now common knowledge. Every member of the Pharmaceutical Society was also sent a printed copy of our objections to the Bill. The Executive has frequently had to counter moves to get the Bill through, not from outside interests, but by those presumably acting on behalf of chemists. The present position in pharmacy is that the rank and file (the retail chemists) object to the Bill, and it only remains to see if they will give their support to the body (the B.P.A.) that stands between chemists and the Bill, which latter gives nothing but takes away existing privileges and in addition exacts a heavy annual fee and sets up bureaucratic control. Chemists know something of this under the N.H.I. and D.D. Acts. The B.P.A. gives this pledge to chemists (and all registered chemists can join the B.P.A., as it is not limited to one section or another): "The B.P.A. will not agree to any Bill for pharmacy unless the rank and file has had an opportunity to vote for or against it." In spite of the enormous expense since January, coming as it did just when the Association was formed, the B.P.A. is financially sound and members are steadily coming in; but we want another thousand members by January 1932 to fight the most serious battle we can see ahead. Chemists in Ireland were in a similar position, but they have solved their difficulties by electing six new councillors on the Pharmaceutical Society of Ireland. The B.P.A. asks each registered chemist, whether manager or assistant, for his or her personal support to obtain an equitable Bill and lead pharmacy back to prosperity.

Yours, etc.,

J. J. LAWS, F.C.S., M.P.S., Chairman.

J. F. McNEAL, M.P.S., Secretary.

Little Chalfont.

## Legal Queries

*O. H. M.* (8/10) employs an assistant aged sixteen. Must he be insured under the National Insurance scheme, and, if so, what contributions are payable in respect of him? [The lad must be insured. The rates of contributions are: For Health and Pensions Insurance, employer and employee each pay 9d. a week; for Unemployment Insurance they each pay 5d. a week.]

*Leg-up* (16/9).—Income tax is ordinarily raised on the basis of the preceding year's income. In the case of a new appointment it is assessed on the current year, and eventually reverts to the preceding year. The income for the tax year 1929/30 would, therefore, not be on £244 (unless first year of appointment), but on the income for the preceding year. For the purposes of the mode of computing liability the £244 can be used as a lease and is subject to one-sixth earned income relief, and £135 personal allowance for a single man, or £225 if married. Assuming the case to be that of a single person, the assessable income is brought down to £68. As the first £225 of assessable income is at half the standard rate, i.e., 2s. in the pound, the liability amounts to £6 16s. For the year 1930/31 the preceding year's income is taken, viz., £244. From this is deducted one-sixth and £135, leaving £68 taxable income. For 1930/31 the tax was raised to 4s. 6d. in the pound, but the reduced rate remains the same as half the standard rate of 2s. which existed in the previous year. Tax for 1930/31 will, therefore, be £6 16s. From this, however, may be deducted the insurance premium paid for the first quarter of 1931, say, £4 at 2s. in the £, the net liability being £6 8s. The income of £260 in 1930/31 will form the basis for assessment for the income tax year 1931/32. You are not allowed to deduct educational fees nor your contribution under the N.H.I. Persons whose incomes are over £250 per annum do not pay Health or Unemployment Insurance.

## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

*C. H.* (10/98).—FULLER'S EARTH CREAM.—The following is the formula for which you ask:—

Fuller's earth	...	...	...	500 gm.
Glycerin	...	...	...	20 c.c.
Tincture of benzoin	...	...	...	70 c.c.
Perfume	...	...	...	a sufficiency
Starch paste, thin	...	...	...	400 gm. or a sufficiency

*C. & S.* (3/98).—SKELETON LEAVES.—The preparation of "skeleton" leaves is apparently becoming popular again after about fifty years in abeyance. One method of preparing them is to use a solution of

Chloride of lime	...	...	...	5 oz.
Washing soda	...	...	...	6 oz.
Water	...	...	...	2 oz.

Dissolve the soda in warm water, strain through muslin and add the lime. The leaf is boiled in the solution until only the mid-rib and veins remain. They should then be washed in water and dried between blotting paper. No further treatment is necessary. Where leaves are of a very thin texture it is best not to boil, but to macerate them; boiling only takes about ten minutes, but the macerating process takes days or even weeks. It is said that leaves containing tannin do not prove amenable to this treatment.

*P. D. G.* (27/98).—SILVERING GLASS.—Edel's process for silvering glass, founded on that of Liebig, is as follows:—Two solutions are prepared: (1) a silvering liquid, and (2) a reducing liquid. No. 1 is made by dissolving silver nitrate 30 gm. in distilled water 240 gm., and treating with ammonia until the precipitate at first formed is redissolved, then filtering bright and making up to 480 c.c. with water. No. 2 solution is obtained by dissolving potassium sodium tartrate 0.75 gm. in water 300 gm., and boiling. Next add silver nitrate 0.166 gm., and boil for from ten to fifteen minutes until the liquid turns grey. After filtration make up to 480 c.c. with water. For use 30 c.c. of each solution is mixed, diluted with 120 c.c. of water and poured over the chemically clean surface of the glass to be silvered. In about an hour the whole of the silver will be deposited, the glass then being rinsed in water, set up on edge to dry and finally backed with a protective coating of asphalt varnish.

## Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," November 15, 1881

### Deaths from Chloral Hydrate

The Council [of the Pharmaceutical Society of Great Britain] went into committee to consider a notice of motion given by the president with regard to the sale of chloral hydrate. On resuming, the following resolution was passed unanimously:—

That the Law and Parliamentary Committee, on consideration of the frequent deaths occasioned by the use of chloral hydrate, a poison within the meaning of the Pharmacy Act, be requested to consider and report what steps, if any, should be taken with a view to enforce, on the sale of that substance and its preparations, the requirements of the said Act.

[Deaths in 1881 from poisoning by chloral hydrate were—Accidental 15, suicidal 5. This combined total (20) has never been reached since, the next highest years' figures being 13+3 (1883) and 16+2 (1890). In 1910, for the first time since 1872, no death from this poison was recorded; and of late years small totals have been the rule.—EDITOR.]





[Commenced C. & D., July 5, 1924]

**Wax Figures.**—Although wax is now very much less used for window display models than it once was, having been replaced largely by papier mâché, and several kinds of more durable compositions, there are still various kinds of little figures and models produced in this material that lend themselves for use with proprietary displays. Christmas display accessories, "Easter eggs," spring-time figures, animals, flowers, and so on, are all obtainable for special seasonable display. Some of the wax flowers produced are extremely realistic, and can be made to add considerably to the beauty of the window. Care should be taken not to leave wax figures used for interior display in proximity to a gas-fire or radiator, while those in the window should be protected by means of a sun-blind from the full glare of the sun.

**Wayleave.**—A right of way over another person's land for the carriage of minerals from a mine or quarry is commonly called a wayleave, and for it rent is usually paid.

**Weed-killers, Types.**—A large number of chemicals has been employed as weed-killers, and the following are among those which have acquired more or less recognition: Ammonium sulphate, arsenic, carbolic acid, copper sulphate, hydrochloric acid, iron sulphate, mercuric chloride, potassium and sodium salts, tar and zinc sulphate. Proprietary weed-killers for use on walks are, as a rule, either preparations of arsenic or of sodium chlorate. Some care is necessary in the case of the latter owing to its explosive tendencies, and the calcium salt is to be preferred. For use against weeds on lawns ammonium sulphate and iron sulphate diluted with sand is most popular.

**Week.**—In legal usage (1) the time between midnight on any Saturday and midnight on the next following Saturday; (2) any period of seven successive days. In the Unemployment Insurance Regulations made by the Board of Trade in 1912, however (S.R. & O., 1912, 1602), the word means "any six consecutive days, whether separated by a Sunday or not, or, in relation to a workman who when in employment is employed on Sundays, any seven consecutive days."

**W. E. F.**—Initials indicating the Addendum (War Emergency Formulary) to the British Pharmaceutical Codex, 1911, published in 1917 by direction of the Council of the Pharmaceutical Society of Great Britain. The Addendum was prepared in consequence of a notice issued in July 1917 by the General Medical Council withdrawing temporarily from the British Pharmacopoeia the majority of the preparations containing glycerin or sugar. A second Addendum appeared in 1918, making further substitutions, with special reference to the scarcity of lard and vegetable oils.

**Weights and Measures Act.**—The law on the subject of weights and measures is contained, for the most part, in the Weights and Measures Acts, 1878 to 1926, and the Orders in Council and regulations made thereunder. It is obligatory to sell by the denominations of weights and measures which accord with the imperial standards. The use in trade of a weight or measure of the metric system was, however, made lawful by the Weights and Measures (Metric System) Act, 1897, and Board of Trade tables of equivalents have been prepared. Generally speaking, articles must be sold by *avoirdupois*

weight; but in the case of particular classes of goods other standards may be used. For instance, drugs, when sold by retail, may be sold by apothecaries' weight in accordance with the denominations of standards set forth in the Schedule to an Order in Council dated August 15, 1879. Precious metals and stones may be sold by troy weight. It is an offence to print a price list in which the denominations of weights and measures referred to do not conform with the imperial standards. If any person uses or has in his possession for use in trade any weight or measure which is not of the denomination of some Board of Trade standard, he is liable to a fine, and the weight or measure may be forfeited. Similar penalties are incurred by anyone who uses or possesses in trade a scale, balance or weighing machine which is false or unjust. Moreover, any contract made by the use of such an instrument is void. It is an offence wilfully to commit a fraud by the use of any weight, measure, or weighing instrument. Every measure, weight and weighing instrument used in trade must be verified and stamped by an inspector. It is the duty of local authorities to appoint inspectors to see that the law is observed within their districts. There are special statutes relating to the sale of bread, corn, coal, herrings, meat, milk and other commodities.

**Welfare Centres.**—The organisation of what are popularly known as welfare centres may be said to have had its origin in such efforts as the philanthropic work of the seventh Earl of Shaftesbury (1801-85), the similar movement in Manchester in 1851, and various international conferences. Certain legislation, especially the Children Act, 1908, and the Maternity and Child Welfare Act, 1918, materially assisted the voluntary care committees, which had come into being early in the present century, in establishing recognised relations with borough councils and other public bodies. Hilda Jennings states ("The Private Citizen in Public Social Work") that in 1927 there were 848 voluntary maternity and child-welfare centres in England and Wales and 1,727 publicly provided centres. A considerable proportion of the visiting and other advisory work in connection with these centres is voluntary; thus, in London there are the Association of Infant Welfare and Maternity Centres, the London Association for Mental Welfare and other bodies of a similar type. The supervision of war orphans and the provision of open spaces for recreation are among the activities of such organisations. It is estimated that 656,000 schoolchildren in London are in touch with these workers. The distribution of foods and other commodities at welfare centres has, so far, not been limited by any adequate scrutiny of the financial means of the parents availing themselves of the system.

**Wellcome Foundation, Ltd.**—Registered in January 1924 "to adopt an agreement with H. S. Wellcome and to carry on the business of chemical manufacturers, merchants . . . experimental and research chemists, manufacturers and distributors of serums, vaccines, tuberculins and biological products, research workers . . . R.O. : 67 Holborn Viaduct, London, E.C.1." The following are, in addition to the Wellcome Historical Medical Museum (q.v.), among the affiliated research institutions:—The Wellcome Physiological Research Laboratories (founded 1894); the Wellcome Chemical Research Laboratories (founded 1895); the Wellcome Bureau of Scientific Research (founded 1913); the Wellcome Museum of Medical Science (founded 1914).

**Wellcome Historical Medical Museum.**—Founded at 54 Wigmore Street, London, W.1, in 1913 by Dr. Henry S. Wellcome (C. & D., 1913, I, 973). Conservator, Mr. L. W. G. Malcolm, M.Sc., F.R.S.E.

**Western Pharmacists' Association (of London), The.**—Founded in 1890. The first president was Mr. Henry Long, and the first secretary Mr. Frederick Andrews, who afterwards became president. The membership has averaged about 400 for some years past, and lectures of scientific interest have been a feature of the sessional programmes. The presidents have included Mr. William Martindale (1892-93), Mr. J. F. Harrington (1898-1900), Mr. Frank A. Rogers (1904-05), Mr. Edmund White

# The C.&D. Commercial Compendium

(1906-07), Dr. W. H. Martindale (1907-08), Mr. John D. Marshall (1913-14), and Mr. A. R. Melhuish (1914-16). The new headquarters of the Association are at Stewart's Restaurant, 50 Old Bond Street (Piccadilly end), W.1. President, Mr. G. W. Evans; Secretary, Dr. D. T. Jones, 6 Brewer Street, W.1; Assistant Secretary, Mr. R. E. Baldry, 95 Golborne Road, W.10; Social Secretary, Mr. G. Thomas, 26 Upper Montagu Street, W.1.

**Wet Weather Displays.**—With a little ingenuity in the adaptation of window display, wet weather can be turned from a handicap to an advantage. For this reason it is always advisable to have at least one portion of the window which is within easy reach and capable of quick transformation. On wet days pharmacies situated in arcades, or themselves having deep lobbies, which enable people to shelter and inspect the window displays at the same time, obviously have the advantage over their more exposed competitors, but any pharmacy can be made a means of attraction in wet weather. On dull days the shops with bright, well-arranged windows stand out in contrast against drab or indifferent neighbours; but the chemist should go further than merely arranging pleasing displays. He should prepare (or have prepared) in advance special showcards for use on such occasions, containing such appeals as: "It is bright and cheerful inside, as well as dry." The weary passer-by or the tired shopper is likely to respond quickly to such appeals. On wet days it is advisable to put on half, if not all the window lights, and if it is inclined to be dull or foggy, the interior lights should be turned on as well as those in the lobby, so that the window and lobby displays convey a general air of warmth and brightness, and a glance through the door confirms it. There are various commodities which suggest themselves as being particularly suitable for display in wet weather. Hot-water bottles, bath salts, cork or fibre socks for the inside of shoes, cough mixtures, pastilles, and lozenges, cold preventives, inhalants, plasters, various preparations for gargling, and so on, might be placed in the special "quick-change" section of the window on wet mornings.

**Wheat Oil.**—The fatty oil contained in the germs of the wheat grain, in which it is present to the extent of from 11 to 13 per cent. It is of a pale yellow colour; having the characteristic odour of wheat meal. It has the following characters: S.g., 0.924-0.936; saponification value, 182-190; iodine value, 112 to 116; refractive index, 1.4800-1.4840; m.p. of fatty acids, 38-40°. It easily becomes rancid, probably owing to the presence of a ferment, and is then of a dark brown colour. Even when freshly prepared it contains up to 5 per cent. of free fatty acids, and in a year this amount will increase to over 40 per cent. The oil consists in the main of glycerides, but appears to contain a small quantity up to 2 per cent.—of lecithin, and about the same quantity of phytosterol or a body closely resembling it. The presence of these two bodies indicates the near relationship of wheat oil with maize oil.

**Whale Oil.**—Whale oil is the oil extracted from the blubber of various species of *Balæna*. The Northern whale oil is the "train oil" proper, but the name has now become generic, and has extended to all other "blubber" oils included in this group. The whales, after capture, are no longer treated on board ship, but are brought into "trying" stations. In the most up-to-date works the blubber is stripped clean from flesh as soon as the carcase is received. The blubber is then cut into strips, chopped up and boiled with steam. Five different qualities of whale oil are produced. The best quality is the oil which first runs off the blubber at the lowest temperature, and is known as "Whale Oil, No. 0." It is pale yellow, with only a faint, fishy smell. The best brands are even water white and free from volatile fatty acids. On further boiling the second quality, "Whale Oil, No. 1," runs off. This is a little darker in colour and stronger in odour. "No. 2 oil" is obtained by placing the residual mass together with the flesh in

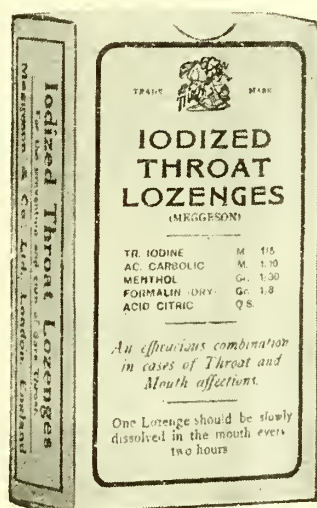
boiling pans, when it is "tried down" in a digester under a pressure of 40-50 lb. This oil is brown and smells strongly of fish. "No. 3 oil" is obtained by dealing with the bones in a similar manner. "No. 4 oil" is obtained after the flesh has undergone pronounced putrefaction, and is darker and more unpleasant as regards smell and fatty acids. The following table (by Bull) gives some characters of various brands of whale oil:—

	Sp. G. at 15°	Acid value	Sap. value	Iodine value	Un- sap.
Antarctic right whale oil (America)	0.9257	0.56	183.1	136.0	1.46
Whale oil unrefined, No. 1 (Finmarken)	0.9181	0.86	188.6	104.0	2.36
Refined (Glasgow)	0.9214	1.4	184.7	113.2	2.33
Arctic whale oil, refined (America)	0.9234	1.9	185.0	117.4	2.11
Crude white whale oil (America)	0.9222	2.5	183.9	127.4	1.37
Whale oil No. 2, unrefined (Finmarken)	0.9182	3.6	188.3	—	3.3
Yellow whale oil, refined (Glasgow)	0.9232	10.6	185.9	110.0	1.89
Whale oil No. 3, refined (Finmarken)	0.9162	26.5	185.7	96.0	2.42
Brown whale oil, refined (Glasgow)	0.9272	37.2	160.0	125.3	3.22
Whale oil No. 4, unrefined (Finmarken)	0.9205	58.1	182.1	89.0	3.4
Dark whale oil, refined (Glasgow)	0.9170	98.5	178.3	103.1	3.03

**Whisky.**—The O. E. D. derives the word from the Gaelic *uisgebeatha* (= water of life), and traces its earliest quotation of the English word (as "whiskie") to the year 1715. (The expression "aqua vitæ" was applied by alchemists to an alcohol of the first distillation, i.e., unrectified). The Royal Commission on Whisky and other Potable Spirits, 1908-09, gave a ruling that whisky is a spirit obtained by distillation from a mash of cereal grains saccharified by the diastase of malt; that Scotch whisky is whisky, as thus defined, distilled in Scotland; and that Irish whiskey is whiskey, as thus defined, distilled in Ireland. Prior to the invention of the patent still by Offley in 1831, the pot-still was invariably used. Thorpe's "Dictionary of Applied Chemistry" (1927) states that in 1926 there were in England nine distilleries, all using patent stills only; in Scotland 124, of which 115 used pot-stills only; in Northern Ireland four, two of which used pot-stills only; and in the Irish Free State fourteen, twelve of which used pot-stills only (though not all were in actual use then). In some of the United Kingdom distilleries yeast is manufactured on a large scale, and the spirit may, the same authority states, be regarded as a by-product. The different characters of different kinds of whisky are due to the presence of small amounts of secondary products of distillation, tables of many of which are given in Vol. VII of the Dictionary (pp. 464-469); these esters, higher alcohols, volatile acids and so forth, usually amount to less than 0.5 per cent. of the ethyl alcohol in the same samples. The proportions of malted and unmalted grain used vary according to the flavour desired by individual distilleries; other grain (e.g., wheat, oats and rye) is added in small quantities by some distillers. The details of the actual processes of distillation vary considerably according to the judgment of those responsible in each case, experience suggesting the routine which is found in practice to give the results required. The changes in the secondary products in whisky when it is stored in casks have been examined analytically by T. E. Thorpe and others; these changes are well-marked during the first six months, and afterwards proceed at a slower rate. Whisky stored in glass bottles in normal conditions remains practically unchanged. Processes for maturing whisky artificially have been suggested. The Licensing Act, 1921, Sec. 10, lays down a limit of 35 u.p. in the case of whisky, brandy and rum, below which strengths these spirits may not be sold without notification of the dilution.



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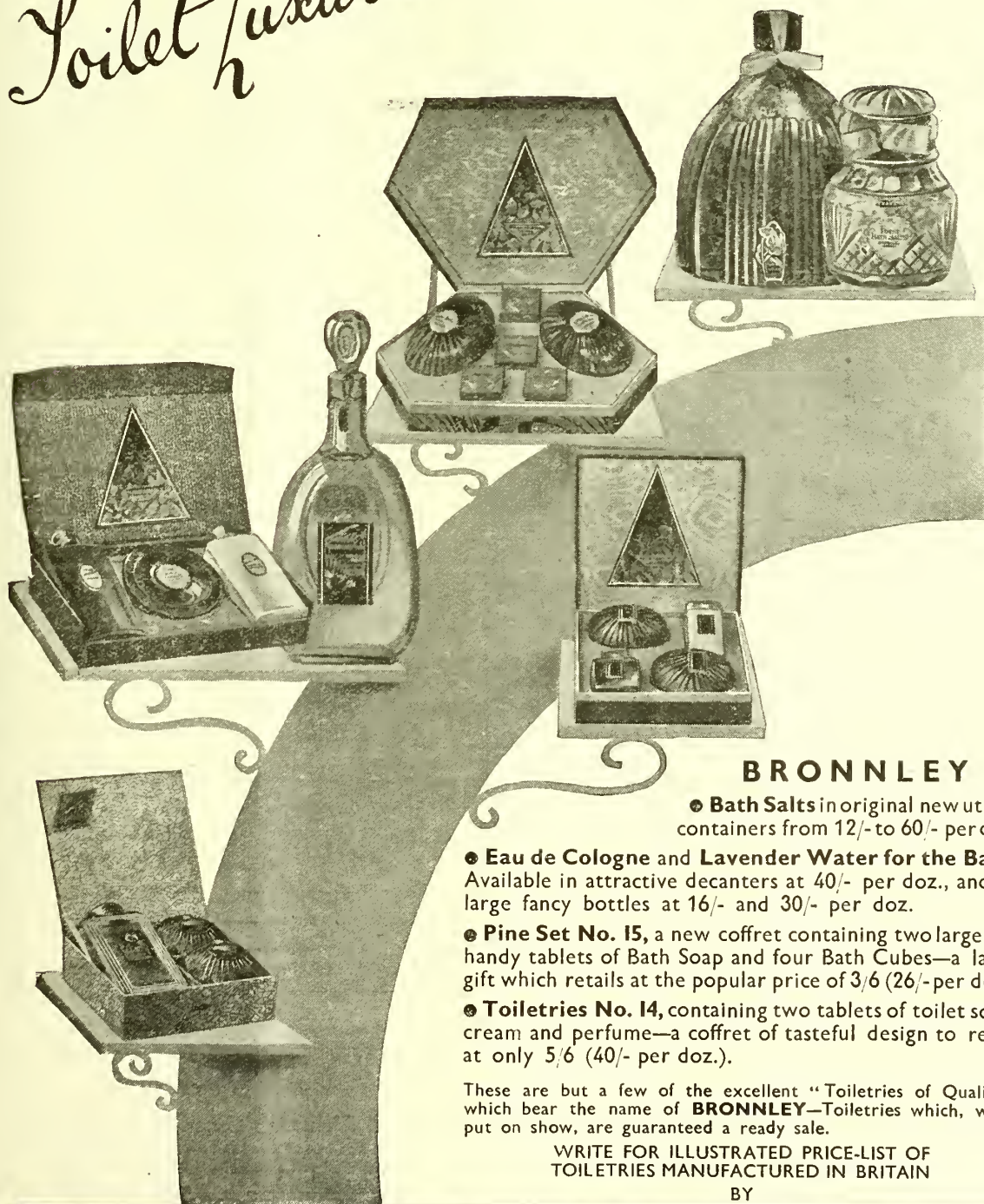
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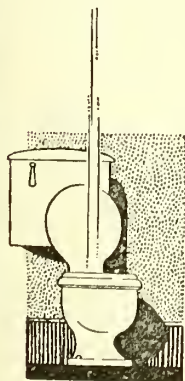




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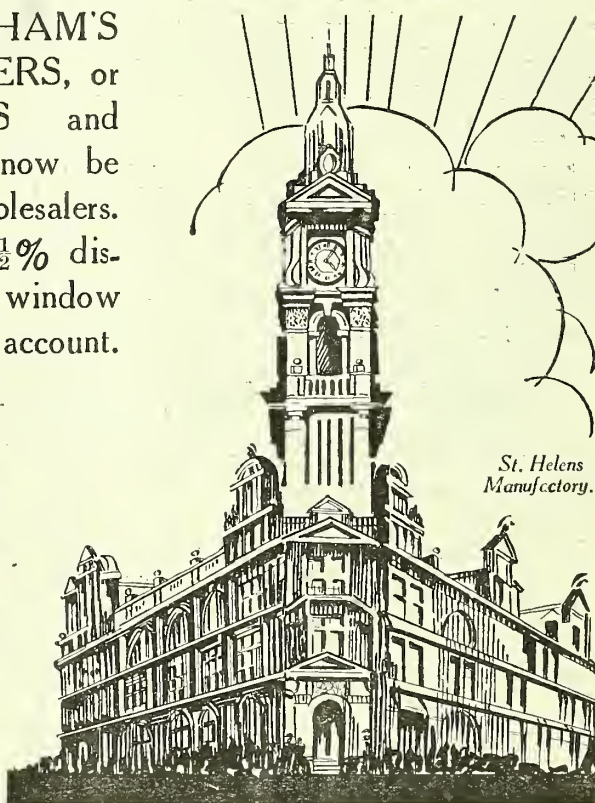
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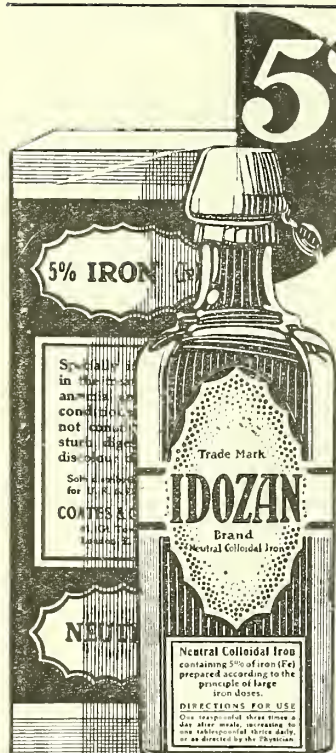
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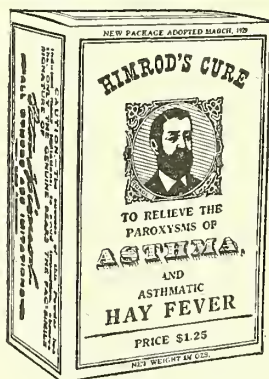
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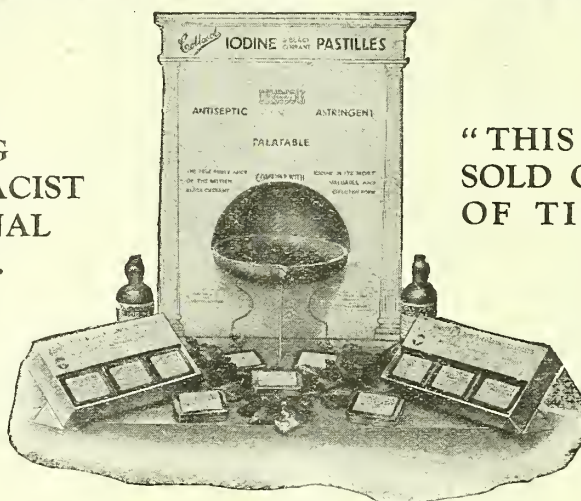
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**GREENWICH**  
**ORANGE QUININE**  
**TONIC POWDERS**

**THE TONIC COLD CURE**

*Retails 3d., 6d. and 1/- per pkt.*

Write for details of  
**BONUS Window Display PARCELS**  
to

**MILNER & COKE Ltd.**  
11 John Penn Street, LONDON, S.E.13

## GARFIELD TEA

FOR CONSTIPATION

PROMPT SHIPMENT

ALL SIZES

'Phone or Write:

**GARFIELD TEA CO.**

44 Foxbourne Road

**BALHAM, LONDON, S.W.17**

CHEMISTS SHOULD ALWAYS HAVE IN STOCK

**TOWLE'S**  
**PENNYROYAL & STEEL PILLS**

Advertised all over the world.  
ESTABLISHED 100 YEARS.

*Sole Proprietors:*

**E. T. TOWLE & CO., LTD.**  
**TOLL ST., NOTTINGHAM**





# NEW PACKS AND BIGGER PROFITS

NEW P.A.T.A. PRICES

## 7½d. SIZE (4 powders)

Quantities under 1 dozen boxes	5/- per dozen
Minimum 1 dozen boxes -	4/10 per dozen
Minimum 3 dozen boxes -	4/9 per dozen

## 2/9 SIZE (20 powders)

Quantities under ½ dozen boxes	24/- per dozen
Minimum ½ dozen boxes -	23/- per dozen
Minimum 1 dozen boxes -	21/- per dozen

## Boxes of 72 powders

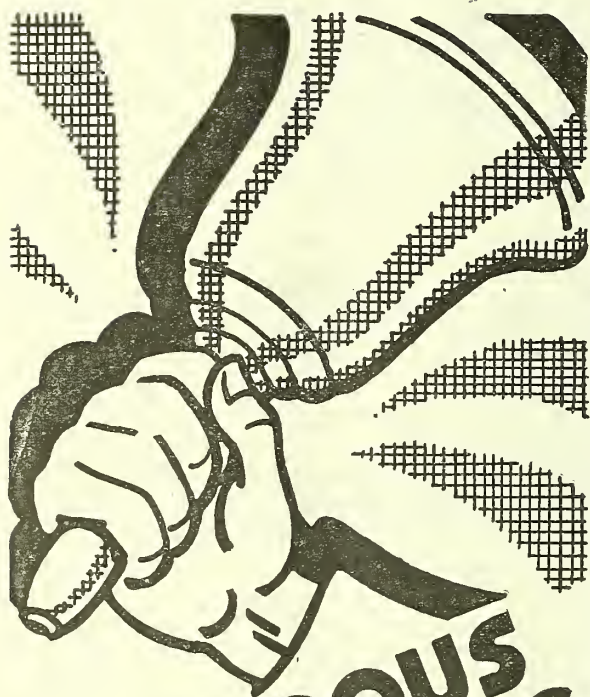
(normal retail value 9/6)

Wholesale 84/- per dozen boxes (7/- each)

---

TRADE ENQUIRIES TO:

J. E. ELLIS, LTD., HORSFORTH, LEEDS



# VIGOROUS ADVERTISING



"GRIPS" Pastilles advertising is the most vigorous and up-to-date in the world. From Trafalgar Square to the coasts "GRIPS" Signs and announcements tell the story for YOU. Profit is generous and sales are steady.

# GRIPS

First-Aid Pastilles

Lightbowns Ltd. Accrington

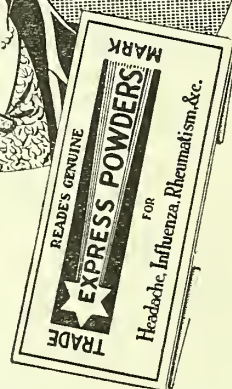


AGENTS  
to the Wholesale &  
Retail Chemists  
Trade  
THOS. CHRISTY  
& Co.  
4-12 Old Swan  
Lane,  
London, E.C.4

# ALWAYS IN DEMAND!



"A box of  
Express  
Powders,  
please!"



The demand for Express Powders never ceases—they are asked for all the year round by people who have proved their capacity to check and cure Headaches, Flu, Chills, Feverishness, etc. Express Powders spell good business and big profits for you, and you can sell them with full confidence that you are satisfying the customer and that repeat business is certain.

### NOTE REVISED PRICES & PACK

Sizes ...	1/3 box	3/- box containing 22 powders	Box for opening containing 45 Powders at 2d. each 5/- each	Box for opening containing 110 Powders at 2d. each 12/- each
Prices ...	11/6 per doz	30/- per doz.	2/6 each	6/4 each
Profit Yielded	3/6 per doz.	6/- per doz.		

Special Prices upon application for £5, £10, and £25 Parcels.

LONDON DISTRIBUTORS:  
MAY, ROBERTS & CO., Ltd., 7-13 Clerkenwell Road, E.C.1  
SANGER & SONS, 42a Hampstead Rd., N.W.1

# READE'S EXPRESS POWDERS

Made by READE Brothers & Co., Ltd., Wolverhampton



# BIG BUSINESS AHEAD FOR 'ASPRO'



## CROWDS WILL BE BUYING 'ASPRO' FROM NOW ON

Now is the time for concentrated 'ASPRO' display. Every chemist who consistently shows an 'ASPRO' window display from now on will reap a rich harvest in sales. It will connect up with the SPECIAL FEATURE SEASONAL ADVERTISING at present appearing in all the leading newspapers throughout Great Britain. The constant changes in weather conditions mean that 'ASPRO' is a necessity in all homes. This necessity becomes your gain. 'ASPRO' sales for the past month have again been a record. Let us suggest that YOU make 'ASPRO' sales from now on a record by featuring 'ASPRO' advertising matter and stickers in your window—it makes all the difference. Sometimes it means trebling your sales.

### ADVERTISING MATTER ALWAYS AVAILABLE

We still have a supply of window showcards, stickers, etc. We will gladly send you a supply on receipt of a postcard. We also have in course of preparation an entirely new window display for the coming autumn.

By the way, do you know that YOU CAN OBTAIN 17 PER CENT. MORE PROFIT BY BUYING 'ASPRO' ON BONUS TERMS?

*'ASPRO' consists of the purest Acetyl Salicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.*

Agents: **GOLLIN & CO. PTY. LTD.** ('Aspro' Dept.)  
**SLOUGH, BUCKS.**

Telephone: **SLOUGH 608**

Made by **ASPRO LTD., SLOUGH, ENGLAND**

*No proprietary right is claimed in the method of manufacture or the formula.*



## ORDER 'ASPRO' ON BONUS TERMS FROM YOUR WHOLESALE TO - DAY

## Nature's Cure is the best



Fresh evidence is constantly forthcoming that the synthetic vitamin products which purport to take the place of the natural vitamins of Cod Liver Oil are not only inferior but may even be injurious in their action.

It has, in fact, proved impossible to manufacture any effective substitute for Cod Liver Oil, nature's own medicine, which is so rich in the valuable vitamins A and D in the right mutual proportions.

Every barrel of the world-famed Norwegian Cod Liver Oil is exported under the supervision of the Norwegian State.

A TEASPOONFUL OF  
NORWEGIAN COD  
LIVER OIL CONTAINS  
MORE VITAMINS THAN



ALL THE BUTTER AND  
MILK ANY INDIVI-  
DUAL CAN EAT AND  
DRINK IN A DAY



## Norwegian Cod Liver Oil

National Committee for Promoting the Consumption of Norwegian Cod Liver Oil, Post Box 226, Bergen, Norway.

2

## CANADIAN HONEY



The Finest Honey imported  
and the selected pack of the  
famous Apiaries of Ontario.

*Write for samples and full  
particulars to Sole Agents*

**R. & W. DAVIDSON, LTD.**

49 TOOLEY ST.  
LONDON, S.E.1

63 VIRGINIA ST.  
GLASGOW

And at Manchester and Liverpool

**GUARANTEED PURE**

## BUY BRITISH

The (National) British Government, Sept. 1931, said:

"In their expenditure it is hoped that everyone will be vigilant in making demands for BRITISH LABOUR AND PRODUCTS, so that we do not import one shilling's worth of goods more than is necessary."

**HARROGATE BRITISH APERIENT WATER AQUAPERIA**  
(Medicinal)

Try HARROGATE SPARKLING TABLE WATER  
"FONTALIS" (slightly saline) with your Whisky

**CAMWAL Ltd.** Victory House, Swallow St.,  
Piccadilly, W.1.

Tel.: GERRARD 5714-5

SHOWS OVER 33% PROFIT.

**4 1/2**  
per tin.

**HOLIDAY'S**

**4 1/2**  
per tin.

**GINGER BEER CRYSTALS**

ONE TIN MAKES TWO GALLONS OF  
**Sparkling Home-Brewed Ginger Beer**  
NO BOILING OR STRAINING REQUIRED.

36/- per gross, nett. Carriage Paid. Packages Free.  
3 doz. sample lot, post paid, 10/-. Advertising & Show Matter.

SOLE MANUFACTURERS:

**HOLIDAY & CO, LTD., City Mills, Durham.**





**EDME** **MALT EXTRACT WITH COD LIVER OIL**

Guaranteed pure and manufactured from the choicest Barley Malt and the finest Norwegian Cod Liver Oil.

"Edme" Malt Extract with Cod Liver Oil is rich in diastase, and contains all the vitamins in an active state, in carefully balanced proportions, the presence of which has been proved to be so essential in foods for the proper nutrition of the body.

Customers' own name and address printed on label.

Write for Samples and Trade Terms to :  
**EDME Ltd., 122/124 Regent St., LONDON, W.1**

Telephone :  
REGENT 7525.

Works : Mistley, Essex.

Telegrams :  
"EDME, PICCY,  
LONDON."

## SPECIAL B.P. CADIZ SHERRY

Full duty, shipped expressly from  
our Spanish House for Chemists'  
use in B.P. Preparations by

**LAMB & WATT, Limited,**  
**46/48 St. Anne Street,**  
**LIVERPOOL**

Established 1847.

who also specially manufacture

**B.P. ORANGE WINE,**  
**"WIN FERRO" TONIC BLOOD WINE,**  
**"CROWN" Brand LIEBIG'S MEAT**  
**AND MALT WINE.**

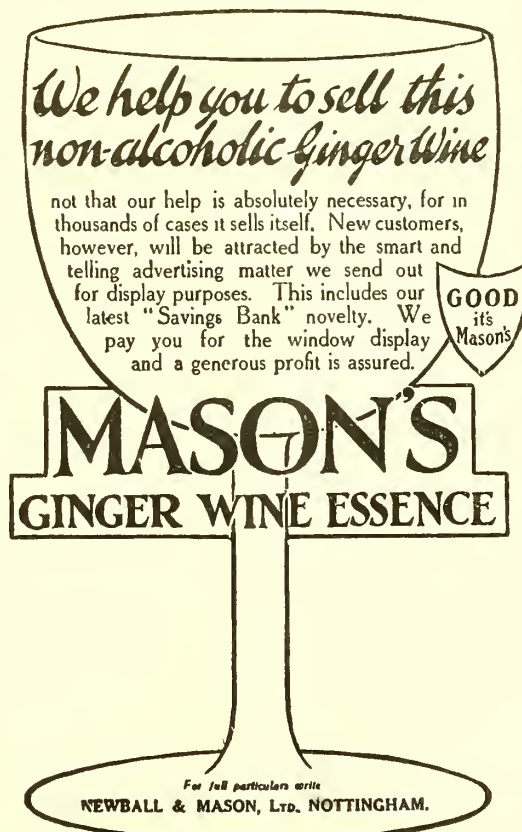
Green Ginger, Raisin, Cowslip, Elderberry, etc., made  
only from the fresh fruit. Purity fully guaranteed.  
Highest Awards at all Exhibitions where shown.

Full Strength **AUSTRALIAN RED,**  
**TAWNY AND WHITE WINES,**  
**AUSTRALIAN SHERRY** and

:: every kind of foreign wine. ::

**DUMAS \*\*\* BRANDY—DOURADOS PORTS**

**WRITE FOR PRICES AND SAMPLES**



*We help you to sell this  
non-alcoholic Ginger Wine*

not that our help is absolutely necessary, for in thousands of cases it sells itself. New customers, however, will be attracted by the smart and telling advertising matter we send out for display purposes. This includes our latest "Savings Bank" novelty. We pay you for the window display and a generous profit is assured.

**MASON'S**  
**GINGER WINE ESSENCE**

GOOD it's Mason's

For full particulars write  
**NEWBALL & MASON, Ltd. NOTTINGHAM.**

# for METHYLATED SPIRITS

PLEASE ASK FOR OUR PRICE LIST & PAMPHLET ON METHYLATED SPIRITS, ETC. ALSO FOR OUR NEW BOOKLET "THE NEW WAY TO REMOVE CARBON"

*The Methyating Co., Ltd.*

*Kinnaird House*

*Pall Mall East, London, S.W.1*

Phone: Regent 5764/5. Wires: "Methcolim, Phone, London."

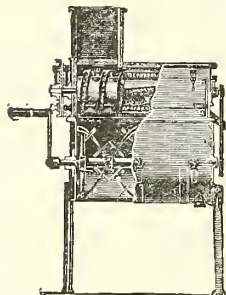


**G. E. THURLEY & SON**

*Specialists in Liquid Paraffin*

UNITY WORKS, LATIMER ROAD, LONDON, E.7  
Telephone: Maryland 4686

# perfect blending



Write us for list of  
Ball Mills, Disintegrators,  
Millstones and  
Mills, Drum Sieves,  
Drying Machinery, etc.

Gardner's "Rapid" Sifter and Mixer gives a perfect blend. The special Internal Agitator ensures accurate sifting and mixing of materials, irrespective of the diversity of their proportions; if necessary,  $\frac{1}{2}$  oz. can be perfectly blended with hundredweights.

**GARDNERS  
Patent "RAPID"  
SIFTER & MIXER**

**Wm. GARDNER & Sons (Gloucester) Ltd.**  
**Bristol Road - - - Gloucester**

Tel.: Gloucester 2288 (2 lines).

\*Grams: Gardner, Gloucester

**LONDON - 19 Gray's Inn Chmbrs., 20 High Holborn, W.C.1**

Telephone: Chancery 7347

# OILS

**OLIVE OIL  
CREAM SUBLIME  
& B.P. QUALITIES  
OIL B.P. COTTON  
OIL B.P.C**

DISTILLED WATER in perfect condition from our own stills. Large plant providing quantities for immediate despatch to all parts

We solicit your enquiries for drysalteries generally

**FRANCIS F. FOX & CO LTD**

**BRISTOL & BIRMINGHAM.**

ESTABLISHED OVER 100 YEARS

MANY SUCCESSES IN THE EXAMINATIONS

Your Opportunity to

# QUALIFY IN OPTICS

**PRACTICAL WORK** Personal tuition in the practical work is a distinctive feature. Students can avail themselves of the practical classes held during examination times when they are in London.

Expert Tuition for the SIGHT-TESTING DIPLOMAS of the Worshipful Company of Spectacle Makers (F.S.M.C.); the British Optical Association (F.B.O.A.); the National Association of Opticians (F.N.A.O.); or the College of Optics (F.C.O.).

Write for full particulars—

**C. A. SCURR** M.P.S. F.S.M.C. F.B.O.A. F.N.A.O. B.Sc. F.I.O. F.C.O.  
50 HIGH STREET, BARNET, LONDON, N.

# PRACTICAL SIGHT-TESTING

Over 200 Qualified Opticians have taken this Course

A Special Course of Lectures, Demonstrations and Clinical Instruction in preparation for the November 1931 examinations of the S.M.C. and B.O.A. Students are specially graded and three distinct courses are available: (1) Prepares exclusively for candidates taking General and Mechanical Optics; (2) Prepares for the Final Sections Sight-testing, Retinoscopy, Fundus Drawing, &c. (3) Post-Graduate for Honours Diplomas of the S.M.C. and B.O.A.

Each course consists of Correspondence Lectures, Test Papers, *Viva voce* and unequalled practical work. The Simpson trained optical student is assured of personal attention with abundant practical work. For fullest particulars (stamp please) to

**WALTER SIMPSON**, M.P.S., F.S.M.C., F.B.O.A., F.I.O.  
510 FULHAM ROAD - LONDON, S.W.6



# PURE RUSSIAN LIQUID PARAFFIN MEDICINAL B.P.

ALL GRAVITIES.

HIGHEST VISCOSITY.

## PURE RUSSIAN "JASMINE" BRAND WHITE OILS

CHEMICALLY PURE.

WATER WHITE.

ODOURLESS.

FOR MANUFACTURING PURPOSES.

*Competitive Prices.**Best Quality.**Immediate Delivery.*

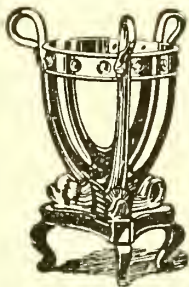
THE PURE RUSSIAN LIQUID PARAFFIN CO., LTD.

80 BISHOPSGATE, LONDON, E.C.2

Telephone : LONDON WALL 7132-7133.

Telegrams : "INVATORE, STOCK."

In the last  
5 years  
the sales of



### TOWN TALK

LIQUID SILVER POLISH  
& SILVER PLATE CLOTH

have increased  
**3 Fold**

Get your share of the  
trade by ordering from

JAMES WOOLLEY, SONS & CO., Ltd.,  
Manchester

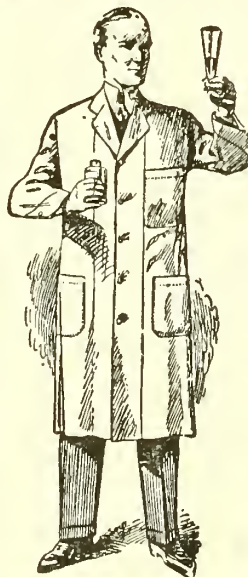
AYRTON, SAUNDERS & Co., Ltd., Liverpool  
BROOKS & WARBURTON (American Drug  
Supply Co.), Ltd.

**Town Talk Polish Co.**

Whitby St., Bradford Road, Manchester



## OVERALLS



SEND FOR NEW  
ILLUSTRATED LIST

Jackets and Coats of very  
superior quality, made  
from the most reliable  
materials, smartly cut  
and thoroughly well  
finished in every detail.

WHITE DRILL JACKETS  
6/11, 8/11, 13/6

KHAKI DRILL COATS  
6/11, 8/6, 10/6, 12/6, 14/6

WHITE DRILL COATS  
7/6, 9/6, 12/6, 13/6, 15/6

BLACK DRILL COATS 15/6

GREY COTTON COATS 7/6

STOCK SIZES: 34 to 44  
chest. Special pockets and  
little adjustments can be  
made without extra charge.  
POSTAGE on single coat 9d.,  
but 20/- orders upwards  
carriage paid.

SPECIAL PRICES FOR  
LARGE QUANTITIES

## GARDINER

& CO. (The Scotch House), LTD.

1, 3, 5 Commercial Road, LONDON, E.1

Telephone : Bishopsgate 6751.

Established 1339.

# A Customer Magnet for your window



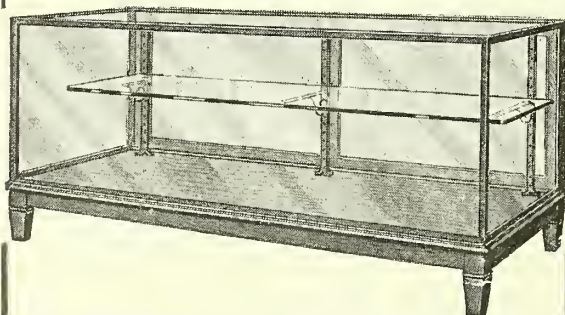
If this attractive 4 plane cut-out show-card, lithographed in 10 colours, is exhibited in your window for two weeks you will qualify for a bonus of 1 dozen boxes Rendell's Pessaries.

Please write for full particulars and conditions of this offer.

## RENDELL'S PESSARIES

Reputation Tells!

### GLASS COUNTERS BRING MORE TRADE



No. CD/SF 2920. A soundly constructed Display and Serving Counter made in our own works at Holloway Road—6 ft. x 3 ft. x 2 ft. oak or mahogany framing, glazed new  $\frac{1}{4}$ " drawn plate glass top, front, and ends. Clear glass sliding doors at back. Interior fitted 1 row of shelves 12" wide, brown bronze bars and brackets.

#### DEFERRED TERMS.

An initial payment of 18/10 secures this counter, and 11 further equal monthly payments of the same amount make it your own complete property.

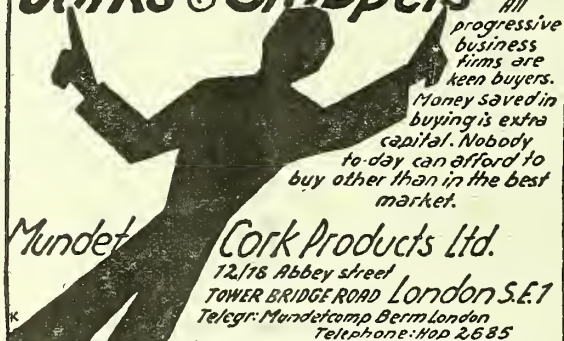
**£10-15-0**

Cash Price. Ex. Works.

Send for our New List No. C.D.1260.

**DUDLEY & COMPANY LIMITED**  
451 HOLLOWAY ROAD, LONDON, N.7  
City Showrooms: 65-66 FORE STREET, E.C.

### Corks & Stoppers



### RACIAL (REGD.) SOLUBLES

As used at the Clinic for Constructive Birth Control (founded by Dr. MARIE STOPES)

These Solubles, the result of careful investigation, have now been made obtainable by the C.B.C. Society's Committee and the Trade can obtain them direct from

#### The C.B.C. CLINIC

108 Whitfield Street, LONDON, W.1

Supplied in not less than complete dozen lots at 10/6, post paid, cash with order. Show card free.

Retail price 1/3.

These pessaries contain no quinine or deleterious matter of any kind.

Only fully qualified Chemists supplied.



# HOT WATER BOTTLE COVERS

Every retail purchaser of a Hot Water Bottle is a potential customer for a Cover for it.

**WE MAKE  
EVERY KIND OF COVER  
FOR  
EVERY KIND OF BOTTLE**

**LOWEST  
PRICES**

Our **H14a** Quality  
*is still Supreme.*

**HIGHEST  
FINISH**

WRITE FOR PRICE LIST AND SAMPLES TO

ESTABLISHED 1857

**SOLPORT**  
BROTHERS LIMITED

ESTABLISHED 1857

Telephone :  
Clerkenwell 9211 (3 lines)

184-192 GOSWELL ROAD, LONDON, E.C.1

Telegrams :  
Solport, Barb, London

## SANITARY TOWELS

*made  
by*

The ORIGINAL and Most Popular  
The "K." All wool in knitted cover,  
very soft.  
The "CELTEX," Made of Cellulose  
for easy disposal.  
FROM YOUR WHOLESALE HOUSE, PLEASE

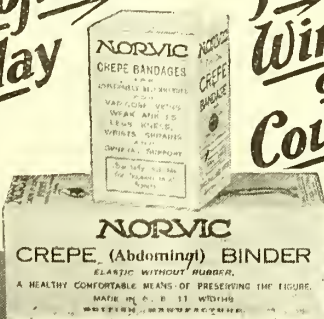
**SOUTHALLS**



*A profitable  
Display*

*for  
Window  
or  
Counter*

Showcards from  
all the leading  
wholesalers.



*Best sellers*  
The  
public is asking  
for **ZEAL**  
**CLINICAL**  
**THERMOMETERS**  
because they are:-  
GUARANTEED TO  
STAY ACCURATE  
CONSISTENTLY  
ADVERTISED

*Made by*  
**ZEAL**

*-the name the  
public knows.*

G. H. ZEAL, LTD.,  
75 & 77, St. John St., London, E.C.1.





PHARMACEUTICAL

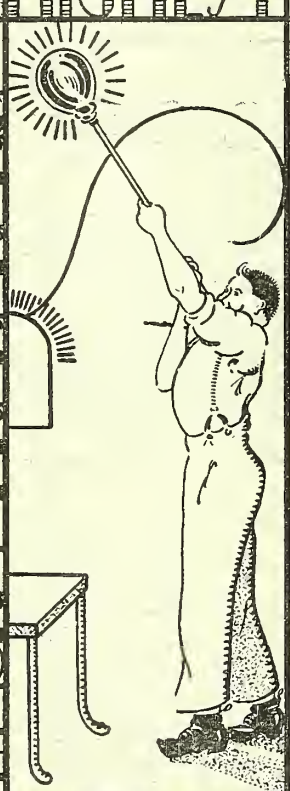
W HIGHEST

DISPENSING  
BOTTLES  
CHEMISTS  
ROUNDS  
FEEDING  
BOTTLES  
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BOTTLES  
EYEBATHS

SPRINKLER  
BOTTLES  
OPAL AND  
FROSTED  
GLASSWARE

QUALITY  
GLASSWARE

K. GRAHAM



DESIGNERS & MANUFACTURERS  
OF GLASSWARE FOR PERFUMES  
COSMETICS AND BATH SALTS

**WOOD BROS. GLASS CO.  
LIMITED**

(ESTABLISHED 1828)

**BARNSELY . . . ENGLAND**

*"Adaptocaps"*

*will give  
your bottles  
Distinction*



These Dry Bottle Caps are made in all sizes and colours, clear and opaque. They are Self Sealing, of unrivalled quality and BRITISH MANUFACTURE. Special low rates for large contracts. Let us quote you.

**The London Capsule Co**  
EMPIRE WORKS, MITCHAM RD., CROYDON  
Telephone: Thornton Heath 3014

**CORKS**  
*for Chemists.*

Send us your Enquiries  
and compare our prices.

*Wholesale and Export.*

**C. OLLEY & SONS, LTD.**

Established 1844.

Camperdown St. and Gt. Alie St., London, E.1

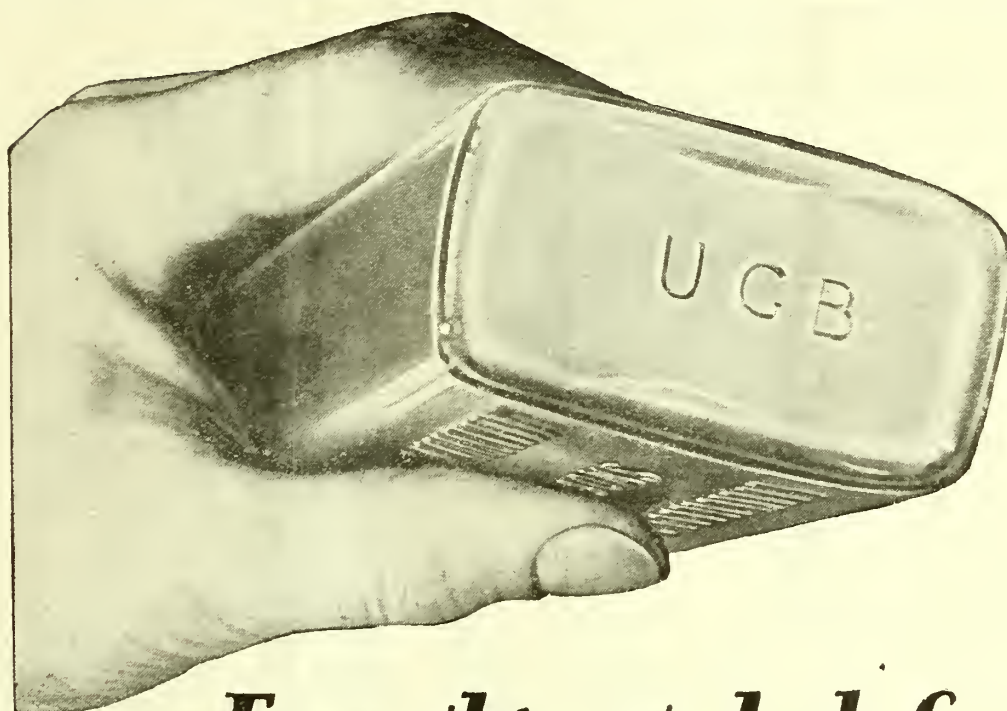
Tel. No.: Royal 2868. Tel. Ad: "Circumference, Ald, London."

**METALLIC CAPSULES**  
FOR ALL KINDS OF BOTTLES AND JARS.

**The Tonkin Metallic Capsule Co.**

*Proprietors: C. Olley & Sons, Ltd.*





## *Everything to look for on a Bottle..*

IMITATION may be the sincerest form of flattery, but the extent to which the U.G.B. Medical Bottle is imitated in inferior quality is far from gratifying.

Designed some ten years ago as an ideal dispensing bottle, it is now the standard for this purpose. The consistently high quality, accurate capacity and attractive appearance, places the U.G.B. Medical in a class by itself.

The success of this bottle has been greatly enhanced by the introduction of the "WASHED & STERILIZED READY-TO-USE BOTTLE" packed in non-returnable Dustproof Solid Fibre Cartons—supplied either for Corks or complete with Rustless White Enamelled Screw Caps.

Obtainable from all leading Wholesalers.



# UNITED GLASS BOTTLE

MANUFACTURERS • LIMITED

The largest manufacturers of Glass Bottles in Europe.

Head Offices:

40/43 NORFOLK STREET, STRAND, LONDON,  
W.C.2.

Telephone:

Temple Bar 6680 (10 lines).

Telegrams:

Unglaboman, Estrand, London.

The 100% Bottle Service  
for the Busy Dispenser



**A WELL CONDITIONED DOG  
NEVER FEELS COLD WEATHER**

Size 12x8½  
designed by  
Tom Purvis.

ING - CHEMI

**TO  
LINK  
your pharmacy**

with an advertising campaign  
which has already established  
a record in sales.

**GROW HIS WINTER COAT WITH  
BOB MARTIN'S  
TASTELESS  
CONDITION POWDERS**



THE dog owners in your neighbourhood are now conditioning their dogs for the winter with Bob Martin's Condition Powders. In their daily papers, Sunday papers, weekly reviews and monthly magazines Bob Martin advertisements have shown them why and how to keep their dogs free from illness this winter. Sales have already established a new record and are increasing weekly. This counter card is the link between

your Pharmacy and the thousands of Bob Martin advertisements which are read in your locality. Use it *now* to let people know that you can meet their demand for dog medicines. A postcard will bring you a complete range of new display material.

**BOB MARTIN LTD.**

Dog Food and  
Medicine Manufac-  
turers since 1892



**SOUTHPORT  
ENGLAND**

**A  
BOB MARTIN  
DISPLAY  
is always  
profitable**

Every third person who passes your Pharmacy is a ready buyer of Bob Martin's Condition Powders.



# Ahead!



*ASPIRGRAN makes  
perfect tablets with  
out regranulation.  
It is ready to feed  
into your machine  
after dry mix.*

**M**ONSANTO LEADS—The granular form of Aspirin so popular with Tablet Makers to-day, was first introduced by Monsanto. It stands to reason that having discovered this to be the form to give the finest results, their bulk manufacture has developed accordingly.

#### **MONSANTO GRANULAR ASPIRIN**

is marketed under the Trade name of **ASPIRGRAN** and is guaranteed to be 100% pure Acetyl Salicylic Acid B.P. without admixture of any kind. Make perfect Tablets with Aspirgran.

**MONSANTO LEADS IN  
QUALITY AND SERVICE**



WORKS:  
RUABON  
NORTH WALES.  
WEAR TAR WORKS  
SOUTH DOCK,  
SUNDERLAND.

**GRAESSER-MONSANTO  
CHEMICAL WORKS LTD.**

VICTORIA STATION HOUSE,  
VICTORIA STREET, LONDON, S.W.1

ASSOCIATED WORKS:  
ST. LOUIS,  
U.S.A.





# "Who would be without Chestnuts?"

B. &amp; C.P.

October, 1931.

They show a splendid profit and are backed by liberal Show-matter.

(Chestnuts cannot be sold by Sweetshops)

TO ASSIST FURTHER WITH THE  
DISPLAY OF THIS FAMOUS WINTER  
COUGH TABLET, WE ARE OFFERING  
**FREE** WITH ORDERS OF 56 lbs.  
a **MOVING ELECTRIC  
SIGN, 16" x 11½"**

Every Chemist who has taken up  
Chestnuts has speedily built up a  
very satisfactory business with this product.  
You can now do the same.

PRICES : 2/- Per lb.

14 lbs. @ 1/11    28 lbs. @ 1/10  
56 lbs. @ 1/9    112 lbs. @ 1/8

*Moving  
Electric Sign  
16" x 11½"*



**Arthur H. Cox & Co. Ltd.**  
Manufacturing Chemists, BRIGHTON



# THE CHEMIST AND DRUGGIST

28 ESSEX ST.  
LONDON, W.C.2

## SUPPLEMENT

NOVEMBER 7, 1931

*This Supplement is inserted in every copy of The Chemist & Druggist.*

### THE CHEMIST AND DRUGGIST SUPPLEMENT

#### ADVERTISEMENT - TARIFF -

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

**BUSINESSES WANTED** and for **DISPOSAL**, **PREMISES TO LET**, **PREMISES WANTED**, **PARTNERSHIPS**, **GOODS for SALE** and **AGENCIES**—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)  
**SITUATIONS OPEN**—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)  
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1.—LONDON, W.C.—General Retail Business, with Kodak Agency; returns about £35 weekly; well-fitted double-fronted shop; six-roomed house and bathroom; rent £225; sub-let £120; 16 years' lease; price £1,000, of which sum £200 can remain.

2.—EPPING FOREST (Near).—General Retail and Dispensing Business, with small N.H.I.; situate in busy main road; returns this year £2,148; gross profit £850; scope for increase; modern double-fronted shop, well fitted and stocked; rent £150; sub-let £80; long lease; house can be obtained if required; price £500, plus value of stock and fixtures.

3.—MIDDLESEX (Few Miles Out).—Family Retail and Dispensing Business, N.H.I. and Kodak Agency; returns last year £1,860, with net profit £450; double-fronted shop; stock worth £400 and fixtures £300; five-roomed house with bathroom; rent £100 per annum; long lease; for a quick sale vendor will accept valuation of stock and fixtures, plus an agreed sum for goodwill.

4.—LONDON, S.E.—Middle-class Retail Business, with small N.H.I., Kodak Agency and good D. & P.; returns last year £1,545; net profit 28 per cent.; single-fronted shop; stock and fixtures worth £550; rent £60; sub-let 24s. weekly; price £875, lump sum or offer.

5.—LONDON, N.—Cash Retail Business, with Kodak and Ucal Agencies; returns £26 weekly, plus N.H.I. 600 per month; single-fronted lock-up shop with Dispensary; price asked £1,000, or offer.

6.—EALING.—Suburban Cash Retail Business; Kodak Agency; returns £1,750; scope for increase; at present conducted under management; stock and fixtures £650; small living accommodation; bathroom; rent £110; price £1,000, or valuation terms entertained.

7.—EALING (Near).—N.H.I. Private Dispensing, both increasing; Kodak Agency; smart double-fronted shop, easily run single-handed; close to station; stock, fixtures and fittings over £300; takings between £15 and £20 weekly; plenty of scope for increase; rent £78; rates £16; 19 years' lease; illness sale cause of disposal; price £450, or near offer for quick disposal.

8.—KENT.—Family Retail and Dispensing Business, situate in good-class locality; returns last year £1,800, with gross profit £600; splendid living accommodation, with garage, etc.; new lease will be granted; stock worth £800 and fixtures £300; price for quick sale £1,350.

9.—HOME COUNTY.—Middle-class Retail and Dispensing Business; very old established; returns exceed £2,000 per annum; under management; stock and fittings estimated to be worth between £1,000 and £1,200; lock-up pharmacy; freehold must be purchased; price of business £1,500, or offer; or valuation terms entertained.

10.—SOUTHERN CITY.—High-class Family Retail and Dispensing Business, with Kodak Agency and small Optical; returns last year £2,550, with net profit £550-£600; double-fronted shop; good living accommodation; rent £160; long lease; terms £700, plus value of stock and fixtures.

11.—DEVON COAST.—General Retail and Dispensing Business; returns £2,350; books audited; large double-fronted shop; property must be purchased; existing mortgage could be taken over; with regard to the business valuation terms would be entertained.

12.—KENT.—Retail Dispensing Business, with Kodak Agency, Family and Agricultural trade; very small amount of N.H.I.; returns last year £2,052; net profit £502; rent £85; long lease; valuation terms entertained.

13.—PORTSMOUTH (Near).—General Retail Business, situate in good position; established nearly 50 years; returns about £2,750 per annum; net rent of shop £73; held on renewable lease; terms valuation of stock and fixtures, plus an agreed sum for goodwill.

14.—NORFOLK.—Country Retail Business, with Wines and Spirits; established 80 years; returns last year £2,108; large shop and living accommodation; price required for business £1,200; further details on application.

## Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

SPECIAL TERMS FOR INCOME TAX VALUATIONS





Is that Ernest J. George, Walsall?

Yes, Good morning, Sir. Can I be of service to you?

You have been of service to so many of my acquaintances that I am sure you can be of service to me. I am —, of —, and I have just received my Notice of Assessment for this year.

*And you are wondering whether all the details are in order, and whether that large amount of tax stated to be payable on the 1st of January is really correct?*

That's my difficulty. I am quite willing to pay my just and proportionate amount of tax, but taxation is so high that I feel I must be satisfied I am not paying more than my share. How do you go about it?

*Well, first of all, send me your Notice of Assessment, and tell me if you think the amount of the assessment is excessive or the allowances inadequate, so that when I lodge an appeal against it I can state the grounds for making it. Don't forget to supply me with full particulars, as it is very easy to overlook certain items unless you are constantly dealing with these matters, and such omissions would probably result in your being over assessed.*

But I live in London, which is quite a long way from your office. Does that matter?

*I am doing similar service for Chemists in such distant places as Kent, North Ireland, North Scotland, and the Western Counties of England and Wales. I can arrange for an interview with you, in London, without obligation or expense, and things can then be set going.*

Thanks, that satisfies me, and we can talk over the matter of cost later, though you have a reputation for service at a reasonable figure. I will write you to-night, giving you specific instructions. Good-bye, and thanks for giving me the relief which this chat has afforded.

## BUSINESSES FOR DISPOSAL

(C1) SOUTH YORKSHIRE.—Good family, photographic, and dispensing business; returns for 1930-31 approximately £4,800, constituting an increase of approximately £700 over the previous year's figures; low rental; good lease; well capable of further increase.

(C2) ESSEX (NEAR LONDON).—Established retail and dispensing business with good living accommodation; turnover approximately £2,300 per annum; net profits, £600; rent, £120; lease to suit purchaser.

(C3) HAMPSHIRE.—High-class family retail and dispensing business (not coastal); returns for 1930-31, upwards of £2,500; net profits approximately £550; excellent living accommodation; owner moving solely on account of family reasons. (Visited and recommended.)

(C4) SUSSEX (SEASIDE RESORT).—Good class family business; turnover approximately £3,000 per annum; excellent living accommodation; premises well situated in busy thoroughfare; further particulars upon application.

(C5) NORFOLK.—Old-established pharmacy for disposal on account of contemplated retirement; double-fronted premises with excellent living accommodation; returns for 1930 exceed £2,000; chartered accountant's figures available; genuine proposition, capable of every investigation. (Visited and recommended.)

(C6) WARWICKSHIRE.—Pharmacy well situated in middle-class residential area; net profits (certified) approximately £500 per annum; returns upwards of £45 weekly; good living accommodation. (Visited and recommended.)

(C7) KENT.—Old-established; present returns exceed £2,000 per annum; net profits, £500; rent, £85 on long lease; good scope for increase. (Visited and recommended.)

(C8) SOMERSET.—Retail and dispensing business, with property situated in small country town; turnover approximately £1,900 per annum; low overhead charges; entirely unopposed. (Visited and recommended.)

(C9) LONDON, NORTH.—Established business doing approximately £2,000 per annum; small N.H.I.; good photographic trade; inclusive rental, £160; sub-let £182; good scope for increase.

(C10) NORTH MIDLANDS.—Recently established pharmacy occupying leading position in centre of small market town; owner disposing solely on account of unforeseen domestic circumstances; average turnover £35 to £40 weekly, and increasing; moderate rental; 21 years' lease; exceptional opportunity. (Visited and recommended.)

(C11) SOMERSET.—Country pharmacy, well situated, with exceptionally wide area to draw upon; returns for 1930, £1,250; 1931, £1,800; inclusive rental, £29 per annum; 7 year lease; house available if required. (Visited and recommended.)

(C12) EAST KENT.—Unopposed country business situated among delightful surroundings; returns upwards of £30 weekly; freehold property also for sale, including charming house with garage and lawn tennis court; admirably suited to lover of country. (Visited and recommended.)

(C13) CARDIFF.—Good-class family business with property situated in pleasant residential district; main road situation; turnover approximately £1,500 per annum; further particulars to bona fide applicants.

(C14) NOTTINGHAM.—Good family business, well situated in middle-class residential district; excellent living accommodation; exceptional scope for increase; purchase price for quick sale, £275.

(C15) NORTH MIDLANDS.—SMALL TOWN.—Drug Store (old-established) showing returns of approximately £25 weekly; good living accommodation; high percentage profits; premises extremely well situated; audited accounts available. (Visited and recommended.)

(C16) BOURNEMOUTH.—Recently established pharmacy, well situated in good class residential district; excellent potentialities; no near opposition; returns for first six months average over £20 weekly; further particulars on application. (Visited and recommended.)

(C17) KENT COAST.—Drug Store under lady proprietorship; present returns approximately £750 per annum; main road situation; modern house; 3,000 houses in near vicinity; no opposition; excellent opportunity for a live man, qualified or unqualified.

(C18) BIRMINGHAM.—Retail and dispensing business doing approximately £1,350 per annum; net profits exceed £300; main road situation; double-fronted shop, well stocked and fitted; moderate rental on lease; reasonable purchase price. (Visited and recommended.)

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### BUSINESSES FOR DISPOSAL.

1.—**SURREY.**—Chemist's business in residential district, held on lease 7, 14, 20 years, at £98 per annum. Established 4 years. Returns £26 per week. Price asked—Lease and Goodwill, £350. Fixtures and fittings, £600. Stock approximately £400. Further particulars on application.

2.—**LONDON, S.E.**—Acid, Drug and Chemical Business for quick disposal. Premises held on weekly tenancy at 14s. per week, returns average £25 per week. Stock and fixtures estimated at £500. Offers invited.

3.—**DEATH VACANCY.—DEVON.**—Cash retail dispensing business recently opened. Reasonable lease will be granted or freehold may be acquired. Returns between £1,500 and £2,000, all cash. Good living accommodation. Applications for further particulars invited.

4.—**LANCASHIRE.**—Established retail business for immediate disposal, main road. Freehold subject to chief rent of £5 5s. per annum. Rates £19 4s. p.a. Returns average £20 per week, could be considerably increased with capital. Double-fronted shop, mahogany fitted, 2 rooms at rear, cellar, living accommodation. Further particulars on application. (62)

**Stocktaking Valuations : We undertake this work at special rates and invite early applications.**

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### AGENCIES.

**A. BAILLY & COMPANY,** British and Foreign Chemists, Paris, announce that their representative will visit England next week, and hopes to be able to discuss with British Manufacturers the advantages of having Agencies for their preparations in Paris. This House, the largest and most important in France, has connections with all French Colonies, and is in a position to market, represent or manufacture specialities at their factory. Our representative will be pleased to interview all exporters of British Pharmaceutical Products to France. Facilities for importation and distribution; highest references. Please write "Baillly," c/o Benguô & Co., 24 Fitzroy Street, London.

**CAPTURE FRENCH TRADE IN BRITISH PROPRIETARIES.**—Agencies undertaken by Foreign Wholesale Company having exceptionally advantageous facilities for duty saving on importations, packing and distribution of all kinds Proprietaries; established clientele with Chemists and Stores throughout France and Belgium; bankers' references. 71/34, Office of this Paper.

**FRANCE.**—Important firm, with offices and warehouses in Lille, desires to obtain a General Sales Agency for Druggists' Sundries, Paints and Chemical Products. Write Case 92 U, Agence Havas, Lille.

**RENOWNED French Export House of Concentrated Perfumes,** without alcohol, can supply British Manufacturers at new low prices; representative now in London with latest Paris creations; the advertisers, with connections throughout France, would be interested in the representation of one first-class house for France. Interviews by appointment. Kindly write 70/9, Office of this Paper.

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1.—**KENT (Death Vacancy).**—Sound light Retail, in excellent position of important town; returns over £2,000; stock and fixtures worth £1,100 to £1,200; price £1,500 and £2,000 for freehold.

2.—**BRADFORD (Near).**—Unopposed Chemist's Business, with Hair-dressing Saloon attached; net profit £528; nice house and garden; price £1,150, or offer; owner coming South.

3.—**EAST COAST.**—Light Retail, with Kodak Agency; some Optics; returns approximately £1,200, with plenty of scope; attractive modern-fitted pharmacy; stands well; low rent; long lease; price £800.

4.—**HANTS COAST.**—Good-class Family Retail, with Kodak Agency, in rapidly growing residential district; present returns £110 monthly, increasing each month; splendid modern premises; price £1,150; worth attention.

5.—**WESTCLIFF-ON-SEA.**—Light Cash Retail, in main road position; returns £20 a week, under manager; corner shop; well fitted in oak; price £450, or valuation.

6.—**NORTH LONDON (Few Miles Out).**—Light Family Retail, with Kodak Agency; returns last year over £1,500; net profit about £450; low rent; on lease; good stock; price £850; recommended.

7.—**LONDON (Essex Suburb).**—Light Cash Suburban, with good Panel; returns over £2,200; net profit £585; main road position; good house; price £1,750; strongly recommended.

8.—**LONDON, N.W.**—Profitable Cash Retail, in main road; returns nearly £2,200; audited figures; fine corner shop; long valuable lease; excellent stock; price £1,650; personally recommended.

9.—**LONDON (Western Suburb).**—Middle-class Cash Retail in main road position; returns about £1,750; modern double fronted shop, well fitted and stocked; price £1,250, or offer.

### STOCKTAKING VALUATIONS.

We are prepared to undertake this work at special low rates and invite early applications; we are now booking dates for November onwards.

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Enquiries invited.

### BUSINESSES WANTED.

**B**USINESS wanted (or Partnership entertained) in good locality, London or within 50 miles, showing average profit £5/600 per annum. Please give full particulars, lowest price to P.C.B. 11/8, Office of this Paper.

**L**ONDON OR HOME COUNTIES.—Pharmacist with capital requires sound Retail Business showing returns of approximately £3,000/4,000 per annum; healthy locality desired; all information treated in strict confidence; immediate purchase of suitable business could be arranged. 194/869, Office of this Paper.

**O**RRIDGE & CO. are in immediate need of sound Businesses in London and Southern Counties returning between £2,000 and £5,000 per annum, also one or two concerns in the Midlands and North; cash buyers waiting; strictest confidence observed. Apply 56 Ludgate Hill, E.C.4.

### APPRENTICES.

**Y**OUNG man of good class wanted as Apprentice to Dispensing Chemist; must have passed an acceptable Preliminary examination; premium of £50 required; a salary of £1 per week will be paid during the three years of apprenticeship. Apply (by writing) to S. V. Roberts, 6 Lower Belgrave Street, S.W.1.



## BUSINESSES FOR DISPOSAL.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**BOURNEMOUTH.**—Sound Retail Dispensing Business, with Kodak Agency, established 4½ years, situated in good-class residential growing district; low rent; terms arranged on interview and scrutiny; very suitable for young, qualified lady or gentleman. 67/10, Office of this Paper.

**BUCKS.**—Light Retail Pharmacy, in main shopping thoroughfare of important industrial town; large double-fronted shop; house of seven rooms; held on long valuable lease; substantial and profitable turnover in own Proprietaries; excellent scope for Optics; low price accepted for quick sale; bankers' reference, please. 70/15, Office of this Paper.

**CHESHIRE.**—Main road shop, centre of large town; double-fronted; well fitted; Kodak Agency; under management; returns, March, year ending 1931, £1,200; N.H.I., 400 per month; a clean, easily managed business; price £500. Particulars on application to 70/32, Office of this Paper.

**EAST COAST.**—Established 3½ years; rapidly growing district; turnover, third year, £1,065; very good stock and fixtures; lock-up, double-fronted shop; rent £35; 18 years' lease; splendid opportunity for young man; price £650. 72/29, Office of this Paper.

**KENT COAST.**—Chemist, contemplating retirement, wishes to get in touch with prospective purchaser for Business with Branch; middle and working-class cash business; combined returns approach £6,000; good profits; about £3,000 required; bankers' references required. Apply 70/27, Office of this Paper.

**LANCASHIRE COAST.**—Recently established Business for disposal in growing district; well stocked; double fronted; prominent position; good Photographic; nicely fitted; price moderate. 69/16, Office of this Paper.

**LEICESTER.**—Sound Cash Business; large, well-fitted double-fronted shop, house and garage; long lease at £100 per annum; average turnover £2,250; net profit approximately £600, chartered accountant's figures; price £1,500, or stock and fixtures at valuation plus agreed sum for lease and goodwill. Further particulars on receipt of bankers' references. 2 Buller Road, Leicester.

**LIVERPOOL.**—Lock-up Pharmacy; easy hours; well fitted and stocked; returns £30 per week; good profit; exceptional scope for increase; good lease; £650 and stock at valuation; principals only. Applicants who do not receive replies within five days respectfully declined. Two weeks' introduction will be given free. 64/32, Office of this Paper.

**LONDON, N.**—Old-established Cash Retail, with Dispensing, N.H.I. and Kodak; bolder corner on 'bus route; net profit over £400; good house, with large rooms; price for stock, fixtures and goodwill, £1,400; 7, 14 or 21 years' lease may be had at £120 per annum; age sole cause of selling; cash only entertained. 70/6, Office of this Paper.

**LONDON (Western Suburb).**—Commanding main road position; middle-class Cash Retail, with Kodak Agency; modern double-fronted shop; large store-room at rear; well fitted and stocked; takings, last year, £1,725; increasing; price, £1,200, or near offer. 70/15, Office of this Paper.

**LONDON, EAST.**—Well-equipped Shop; main road; great scope; good Panel Dispensing; rent £60; for stock, fittings, etc., and 10 years' lease £300; would consider instalments. Apply 157 Cambridge Road, E.

**LONDON SUBURB.**—Well-established Light General Retail Business, in good main road position, showing steady increase; turnover exceeds £2,200; good profits; books properly kept; convenient house; 21 years' lease granted; splendid stock; cash price £1,750; valuation terms if preferred. "Reliable," 193/864, Office of this Paper.

**NEAR LIVERPOOL.**—Retail, Dispensing and Photographic Business; double-fronted shop; Kodak Agency; N.H.I. 450 per month; under management; used as a lock-up, but having living accommodation; rent £1 per week and rates; all for £400 or offer; a bargain. 69/10, Office of this Paper.

**READING.**—Cash Business in best secondary main street; established four years; turnover £1,250, under manager; capable of infinite expansion in right hands; good all-round trade; first-class stock and fittings; excellent opportunity; quick sale, £800. Principals apply to 66/3, Office of this Paper.

**SOUTH WALES.**—Pharmacy showing steady increase in returns during last 3 years; turnover for 1931, £1,820; good profits; main road situation; near three doctors; no near opposition; good reasons for disposal; reasonable purchase price. 194/868, Office of this Paper.

**SURREY.**—Old-established Family Business, with turnover of £5,000 per annum; chartered accountant's figures for several years available; long lease. Particulars to bona-fide applicants only on receipt of bankers' and satisfactory references. 69/14, Office of this Paper.

**SUSSEX** (growing seaside resort).—Established Business for disposal; principally counter trade; returns approximately £35 weekly; net profits about £9 weekly; very low overhead expenses; no near opposition; owner selling on account of family circumstances; reasonable purchase price. 194/867, Office of this Paper.

**CHEMIST'S Business** (established over 50 years), Bruntfield, Edinburgh, main thoroughfare, for Sale owing to the death of the proprietor, the late Mr. J. C. Matheson; sales for last 5 years average over £1,500. Apply Wallace Begg & Co., W.S., 20 Young Street, Edinburgh.

**CHEMIST'S Shop**, fitted and stocked, selling at small price, lock-up, in London suburb; no living accommodation; returns at present low, but would increase under active management. P.C.B. 11/17, Office of this Paper.

**CHEMIST'S Business** in South Wales, little competition, in town of 14,000; turnover, under unqualified management, £1,200; Kodak Agency; house, on lease, can be bought with mortgage, 5 bedrooms; healthy district; particulars only to genuine inquirers; stock about £400, excluding fixtures; nice front; will take Partner with moderate capital with view to succession. 194/865, Office of this Paper.

**ESTABLISHED Chemist's Business** for immediate disposal; East London; main road position; good lease; offers required for lease and goodwill; stock and fixtures at valuation. Particulars P.C.B. 11/22, Office of this Paper.

**PHARMACY** in small working-class Lancashire town for Sale; takings £800 to £1,000 per annum; Kodak Agency; fixtures at cost; stock at valuation; excellent opportunity for young, energetic man. 70/8, Office of this Paper.

**£2,500 TURNOVER**, rapidly increasing. Up-to-date Pharmacy and Optician Business in important, good-class South Wales market town; £1,750 (approximate cost of stock and fixtures only) for stock, fixtures, goodwill and long lease; best position in town; excellent living accommodation; genuine inquiries only. 193/861, Office of this Paper.

## PUBLIC NOTICE.

PATENTS AND DESIGNS ACTS, 1907 to 1928.

NOTICE is hereby given that Percy Hall, of 100 Gloucester Place, Portman Square, London, W.1, seeks leave to amend the Specification of the application for Letters Patent No. 354,371 for an invention entitled "Improvements in or relating to the Treatment of Yeast and the Manufacture of Medicinal Products Therefrom."

Particulars of the proposed amendment were set forth in No. 2232 of the Official Journal (Patents), published on October 28, 1931.

Any person, or persons, may give Notice of Opposition to the amendment by leaving Patents Form No. 19 at the Patent Office, 25 Southampton Buildings, London, W.C.2, within one calendar month from the date of publication of the said Journal.

W. S. JARRATT,  
Comptroller-General.

## PARTNERSHIPS.

**ACTIVE Partner** with small capital required for old-established business in East London with ultimate view to complete succession; excellent scope for the right man. Apply, with bankers' reference, P.C.B. 11/16, Office of this Paper.

**YOUNG lady or gentleman** (qualified Chemist and Optician, J.C.Q.O.) wanted to take principal part in cash Dispensing London suburban business, with West-End experience an advantage, but not essential. State capabilities and cash qualification to "Bona-fide," 69/17, Office of this Paper.

**£100.**—QUALIFIED business man, middle-aged, late owner, in any capacity; seeks small Partnership or active co-operation in any capacity; active worker, possesses modern business ideas, and offers a reliable service, with absolute integrity, in any district; capital is available for extension purposes on nominal terms; pharmacists contemplating extension or other changes invited to communicate with me; privacy guaranteed. 72/25, Office of this Paper.



**PREMISES TO LET.**

**E**XCELLENT opportunity for Chemist with no competition in small shopping centre of large residential locality; rent £75 per annum. Apply Estate Office, York Mansions, Edgware Road, Hendon, N.W.9.

**K**INGSWAY.—To be Let Shop, eminently suitable for a Chemist, in the best position. There is no chemist in Kingsway. Apply Rogers & Coates, 83 Kingsway, W.C.2.

**PREMISES FOR SALE.**

**C**HEMIST wanted; opposite Cottage Hospital; main road; Shops with very light basement, 25 x 18; self-contained flats over; room for garage; freehold £1,650, or let on lease. Baines, "Hightrees," Stafford Road, Caterham, Surrey.

**F**OR Sale, Chemist's premises; Cardiff suburb; modern well-fitted double-fronted shop; solid mahogany show casing, etc., and well-arranged living accommodation; garage; established and fast growing district; main road; £1,450, including fixtures; substantial mortgage obtainable; would consider letting. 72/39, Office of this Paper.

**SITUATIONS OPEN.****RETAIL (HOME).**

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**L**ONDON, N.W.—Elderly qualified Assistant required for N.H.I. Dispensing, etc.; easy hours. Apply, stating age, experience, references, salary required, to 70/23, Office of this Paper.

**S**OUTHAMPTON.—Assistant required immediately. Dispensing and Counter; quick and accurate; not over 30; single preferred. Send full particulars and photo if possible. 72/8, Office of this Paper.

**A.A.A.**—WANTED, end of month, qualified Manager to take charge of branch shop; permanency to suitable applicant; only man with good all-round experience, good Window-dresser, and initiative need apply. Give details as to references and salary required to 68/26, Office of this Paper.

**A**SSISTANT, unqualified, in good-class agricultural district; competent Dispenser, good Window-dresser, clean and tidy worker, with knowledge of Prescribing; loyalty to owner essential. Send copies of references and snapshot (to be returned), particulars of terms required. 69/21, Office of this Paper.

**A**SSISTANT, unqualified (male), required, gentlemanly appearance, age about 25, for high-class business in the West-end district; hours of work approximately 8.45 a.m. to 6 p.m., Saturdays 1 o'clock. Write, giving full particulars, Box 870, Sells Advertising Offices, Fleet Street, E.C.4.

**J**UNIOR or Improver (male) required immediately, age about 18-24, who is good Counterman and Window-dresser. Apply, stating age, experience, salary required, Mr. Camish, New Pharmacy, 1181 Finchley Road, Golders Green, N.W.11.

**P**ART-TIME Dispenser, two hours each Tuesday and Friday, afternoon or evening; Wandsworth district; permanency. Write Rabjohns, 14 Victoria Street, S.W.1.

**Q**UALIFIED Assistant, male, about 28, not over 5 ft. 9 in.; salary approximately £4; must be a quick, neat and methodical worker and good Window-dresser. State age, height, married or single, and when at liberty; good permanency for suitable man. 72/21, Office of this Paper.

**Q**UALIFIED Manager for Kent mining village required. Please give full particulars in first letter, especially as to references, previous experience, any knowledge of mining districts and when disengaged. Applications not answered in three days respectfully declined. 69/2, Office of this Paper.

**Q**UALIFIED male as Branch Manager; brisk Counter and N.H.I.; permanency if suitable; not over 35. Apply, giving fullest particulars in first letter, to "Chemist," Dewsbury Pioneers' Industrial Society, Ltd., Drug Dept., Dewsbury, to arrive not later than November 10.

**Q**UALIFIED Manager required for small branch in Midland industrial town; Light Retail and N.H.I.; elderly man preferred. Also qualified man wanted for mornings and evenings only; very light duties; no responsibility; suit man who has retired. State age, experience, references, salary required, and which post applying for. 72/4, Office of this Paper.

**Q**UALIFIED Manager for East Yorkshire town; good salary and bonus. Please state all particulars fully, with copies of testimonials. Only men with the highest references need apply. 194/566, Office of this Paper.

**REPRESENTATIVES**

required by well-known firm to carry as a side line

**BRITISH-MADE SAFETY RAZOR BLADES**

on a commission basis of 15%. Only first-class men who are able to give undeniable references, and are prepared to work with the intention of obtaining the repeat orders, which are bound to result from this line, need apply. Write stating territory covered, together with full particulars and references, to 193,863 Office of this Paper.

**R**EQUIRED, an unqualified Assistant with a knowledge of Drugs and Chemicals to execute post orders; hours of work approximately 8.30 a.m. to 6.15 p.m. Write, stating age and salary required, to Box 868, Sells Advertising Offices, Fleet Street, E.C.4.

**R**EQUIRED immediately, Unqualified Assistant, accustomed to quick middle-class trade and N.H.I. Dispensing; permanency to dependable man. Reply, stating terms, together with references, to Linsley's, Ltd., 308 Earl's Court Road, S.W.5.

**S**ENIOR qualified Assistant, married, to live over premises. Full particulars first letter, photo, full experience, age, salary. Perrett, Chemist, 25 Devonshire Road, Bexhill-on-Sea.

**S**MART Junior or Improver (male); indoors. Apply first instance by letter, stating salary required and full particulars, photo if possible, to H. Smith, "Lauraston," North Parade, Horsham.

**W**ANTED, qualified Assistant for branch shop, North London; must be good Counterman, experienced Window-dresser, and used to large N.H.I. Dispensing; good references essential; state salary, etc. Apply to 71/28, Office of this Paper.

**W**ANTED, first-rate qualified Assistant (or Manager); experienced and competent; good prospects. State age, salary, and full particulars; excellent house accommodation. Apply A. C. Vallance, Ph.C., c/o A. C. Vallance, Ltd., Mansfield.

**Y**OUNG, qualified lady for new shop; low salary to commence with; good prospects of increase; permanency. Full particulars, references (copies), and salary required in first letter; North London; able to commence within one week. 70/25, Office of this Paper.

**WHOLESALE.**

**F**IRST-CLASS Representative, with experience of Beauty Preparations, Toilet Requisites, etc., required for London and the Home Counties; only those with the highest credentials need apply. Letter only. Robert Douglas, 21 New Bond Street, W.1.

**J**OHAN RICHARDSON & CO., LTD., Manufacturing Chemists, Leicester, require a qualified Chemist for their Analytical Department. Applicants must possess a good all-round knowledge of the Assaying of Drugs and be experienced in other branches of Analytical work. Apply (by letter), stating age, experience, and salary required.

**O**PPORTUNITY. — Travellers wanted, already calling on Chemists, to carry well-advertised Baby Requisites; liberal commission; good proposition. Write full particulars with view to an appointment to 193/862, Office of this Paper.

**R**EPRESENTATIVES, calling on Chemists, wanted for all districts to offer popular selling line (to be nationally advertised) on liberal commission basis. Send full particulars, territory covered, references, etc., in confidence, to 68/25, Office of this Paper.

**R**EPRESENTATIVES, already calling on Chemists and Stores, wanted to sell on commission basis 3d. and 6d. packet lines of Medicated Confectionery of quality and value; good repeats assured. Write, stating ground covered and whether using car, Hales, Ltd., Norwood Works, Ilford.

**R**EPRESENTATIVES, already calling on Chemists, required throughout England and Wales, including London, to carry new Proprietary line with wide appeal; remunerative commission arrangement only. Write, with particulars of territory covered, etc., P.C.B. 11/7, Office of this Paper.

**R**EPRESENTATIVES to sell new 1s. Indelible Lipstick and other good selling Toilets; 15 per cent. commission. Only those representing another good toilet house should reply to Mai-Kiss Co., Highgate, N.6.

**T**O gentlemen having sound connection with Wholesale and Retail Chemists. The M.M.T.P. Co. are widening the scope of their activities (for their popular pack in carton) and offer a profitable proposition to commission Salesmen in centres where not already represented. Write for terms of this daily commodity, with unlimited prospects; give particulars, ground covered, lines carried. The Miss Muffet Toilet Paper Co., 1 Julian Road, West Bridgford, Nottingham.

**T**OKALON want Salesmen to handle bonus offer on commission terms. Apply (by letter) to Tokalon, Ltd., Chasco Road, Acton, N.W.10.



**TRAVELLERS** wanted, with established connection among Chemists and Beauty Shops, to take an entirely new line of high-class Perfumes as a side line; liberal commission offered to suitable applicants. Please state territory worked in first letter. F. J. Mulley, Banbury.

**UNQUALIFIED** men, choose own district, North and South London, to sell a series of 6d. Formulaed Remedies; all ready sellers in everyday demand; generous commission. Apply "Everyday Household Remedies," 301 Wandsworth Bridge Road, Fulham, S.W.6. 'Phone: Fulham 3292.

## SITUATIONS WANTED.

### RETAIL (HOME).

**A.A.A.A.A.**—**QUALIFIED**; 28; 13 years' experience; excellent references; first reasonable offer, London or suburbs, accepted at once. "Statim," 85 Lauriston Road, South Hackney.

**A.A.A.A.**—**QUALIFIED**, 30, at present managing in London, desires similar position; excellent Salesman, Dispenser and Window-dresser, with thorough knowledge of buying; excellent references; disengaged when required. Phillips, "Claudeboye," Acacia Road, Acton, W.3.

**A.A.A.A.**—**PHARMACIST**, young, tall, and of good appearance, 5 years' varied experience, excellent Window-dresser, quick and reliable Dispenser, tactful Salesman, good knowledge of Photography, desires position of responsibility; excellent references; at present at liberty. E. Neal, M.P.S., 24 Vincent Street, Walsall.

**A.A.A.A.**—**ASSISTANT**, 23, unqualified, requires situation; excellent all-round experience, including West End; highest references; disengaged. "H. G. F.," 53 Brick Lane, E.1.

**A.A.A.**—**YOUNG**, qualified, 21, requires position with scope for initiative and hard work; tall; good appearance; excellent references; keen Salesman, with 5 years' all-round experience; security if necessary; moderate salary; disengaged. 69/15, Office of this Paper.

**A.A.**—**CAPABLE**, energetic Pharmacist, 25, tall, as Manager or Assistant; anywhere; good references and experience, city and country; free now. Wall, High Street, Campden, Glos.

**A.**—**LOCUM**; qualified; long or short period; experienced all branches; active; excellent references; terms moderate. "S. C. J.," 54 Priory Road, West Hampstead, N.W.6. 'Phone: Maida Vale 8212.

**A.**—**ASSISTANT** (Irish); Dispenser, Counter, Window-dresser. Perfumery; London or Southern Counties; excellent references; salary 3 guineas. 69/7, Office of this Paper.

**A.**—**GOOD** all-round, qualified man, 27, seeks sound permanent; Senior or Manager, 27, class experience in Dispensing, Counter and Window-dressing; disengaged. Powell, "Ba-Har," Waterloo Road, Haslington, Crewe.

**A.**—**QUALIFIED**; 24; temporary or permanent; any capacity; reliable; keen; willing; highest references. Leigh, 27 Highbury Grove, Highbury, N.5.

**A.**—**QUALIFIED**, energetic; 28; 5 ft. 11 in.; good appearance and address; Manager or First Assistant; 12 years all branches, country and West End; last managership 4 years; first-class Salesman, Window-dresser, quick and accurate Dispenser; excellent references; disengaged. 71/10, Office of this Paper.

**A.**—**CAPABLE** Assistant; highly recommended Saleswoman; 12 years' experience, Dispensing (Hall), Prescribing, Counter, Toilet; can take charge; disengaged. 69/39, Office of this Paper.

**A.**—**CAPABLE** qualified Manager desires post, London or near; good business abilities, all branches; moderate salary; excellent references. 71/19, Office of this Paper.

**A.**—**PHARMACEUTICAL** Chemist, having recently retired and having no hobby, seeks employment, either whole or part time; would superintend a company or unqualified man; salary not so much an object as something to do; London preferred; personal interview required. Reply "Alpha," 69/25, Office of this Paper.

**A.**—**QUALIFIED** Chemist (male), 23, requires position in good-class Pharmacy, London, Kent or Sussex; experienced in all branches; good references; moderate salary; disengaged. Sorrell, "Strathbogie," Pembury, Kent.

**A.**—**QUALIFIED** Pharmacist, smart appearance, requires position; good all-round experience, including West End; excellent references. J. I. Roland, 341 High Street North, London. E.12. 'Phone: Grangewood 2161.

**A.**—**QUALIFIED** man; 27; competent; energetic; Manager or Assistant; accustomed to position of responsibility; town or country; highest recommendations. "Chemist," c/o Miller, 20 Cornwall Road, Brixton Hill, S.W.2.

**A.**—**ADVERTISER**, 29, qualified, married, 12 years' all-round experience, desires engagement immediately. "Chemist," 4 Walsley Road, Broadstairs.

**A.**—**ADVERTISER**, qualified, 27, 5 ft. 9 in., seeks progressive position; North preferred; Manager or Senior; at present managing; all-round experience; keen buyer, business organiser and salesman. "Chemist," 94 Poulton Road, Wallasey.

**A.**—**ANYWHERE**—Qualified; 16 years' good experience; moderate salary; permanency desired; in or outdoor; urgent. 495 Felixstowe Road, Ipswich.

**A.**—**ASSISTANT**, 36 (Part I), good Dispensing and Counter experience, keen Salesman, desires permanent position. Williams, "Craigwen," Bridge Street, Aberystwith.

**A.**—**S** Locum, qualified, 33, or temporary position as Assistant or Manager; excellent references; Counter, Dispensing, Window-dressing. 'Phone Rodney 2719, or write "Chemist," 50 Grove Lane, Camberwell, S.E.5.

**A.**—**SSISTANT**; unqualified; 35; excellent all-round experience; conscientious; good appearance and address; first-class references; shortly disengaged. Lindsay, 30 Lee Street, Barrowford, Lancashire.

**A.**—**SSISTANT**, unqualified, 22, seeks temporary post, London, during Christmas vacation from College, December 19-January 9; also Saturdays; studying for Part II. Coleman, 7 Primrose Cottages, Hatfield, Herts.

**A.**—**SSISTANT**; 19; unqualified; 5 years' experience; N.H.I. and Private, Counter, Window, etc. Write "Statim," 32 Fletching Road, Clapton, E.5.

**A.**—**SSISTANT**, unqualified; 25, seeks permanency; engaged; good reference. "L. C.," 3 Hammet Street, Taunton, Somerset.

**A.**—**SSISTANT**, unqualified, seven years' good-class experience, Counter, Window-dressing, Dispensing, Photographic, desires position; keen, hard worker; moderate salary. Apply "Glenmore," King's Close, Bell Lane, Hendon, N.W.4.

**A.**—**SSISTANT**; thoroughly capable Dispenser and Counterman; accustomed to management and successful in increasing returns; terms: share or salary, or purchase entertained; distance immaterial; unqualified. "A. B.," 43 Quernmore Road, N.4.

**A.**—**SSISTANT**; 40; unqualified; thoroughly experienced; abstainer; locum; permanency preferred; now disengaged. Alexander, 189 Southampton Street, S.E.5.

**A.**—**SSISTANT** (female), 73 years' experience, Counter, N.H.I. Dispensing, Window-dressing, Photographic, desires situation; East London, Essex or near Ilford. "Assistant," 184 High Street, Camden Town.

**A.**—**SSISTANT**; unqualified; 23; tall; experienced Dispenser, Photographic and Counter; recommendations on application; disengaged. Smith, Plumtree Park, Nottingham.

**A.**—**SSISTANT**; unqualified; experience Counter and Dispensing; whole or part-time position required. "J.," 147 Kennington Park Road, S.E.11.

**A.**—**SSISTANT**; unqualified; 23; good experience in all branches. Maverville, 124 Stockwell Park Road, Brixton Road, S.W.9.

**A.**—**SSISTANT**, 22, seeks change; experienced D. & P., Dispenser, Salesman, Display, etc.; competent, neat and trustworthy; anywhere. "Dispenser," c/o Miss Kerr, 94 Poulton Road, Wallasey.

**A.**—**SSISTANT**, qualified, 24, requires position in high-class pharmacy; excellent training; good references; £4 per week. 72/10, Office of this Paper.

**B.**—**BRIGHTON**, or near; Qualified Assistant Lady Dispenser (Hall); good worker; all-round experience; excellent references. 8 Prestonville Road, Brighton.

**B.**—**BUSINESS BUILDER**—Chemist and Optician (N.H.I.), late proprietor, 30 years' good-class experience, open to manage and put on paying basis neglected or other business; highest credentials; or relief. "Reliable," 11 Cambria Avenue, Ellesmere.

**C.**—**CAPABLE** Assistant desires post; Dispensing, Counter, Photo, Toilet, etc.; excellent references; moderate salary. Apply "Statim," 70/30, Office of this Paper.

**C.**—**CHEMIST**, qualified, 41, capable, best experience, desires progressive and permanent situation as Manager. Hughes, 42 Lozells Street, Birmingham.

**C.**—**CHEMIST** (lady), qualified, experienced, wishes position with Chemist; North preferred. 71/24, Office of this Paper.

**C.**—**CHEMIST-OPTICIAN**, M.P.S., F.S.M.C., J.C.Q.O. (male, 26), seeks responsible position as Manager or Senior Assistant; 8 years' sound Pharmaceutical experience; salary moderate. Sharp, 137 High Street, Ponders End.

**C.**—**CHEMIST-OPTICIAN**, M.P.S., F.B.O.A., J.C.Q.O., with own Optical equipment and stock, desires position as Manager in London; good all-round experience; age 27. "A. A.," 12 Nigel Road, Peckham.

**C.**—**COMPETENT**; unqualified; tall; Scot; 20 years' first-class experience, Dispensing, Photo, Counter, seaside, country, London; highest references; disengaged; permanency. Johnstone, 5 Babington Road, Streatham, S.W.16. 'Phone 1087.

**C.**—**COUPLE**, enthusiastic Manager, 28, qualified lady Dispenser, 10 years' experience, conscientious, energetic workers, excellent sales, ability to increase takings, would take financial interest if required; excellent references; salary reasonable; free fortnight. "Chemist," 108 Clements Road, South Yardley, Birmingham.

**D.**—**DOES** any Pharmacist know Doctor who requires part-time, very reliable Dispenser? Commission offered. "Cymr," P.C.B. 11/1, Office of this Paper.

**D.**—**DISENGAGED**; qualified; 35; managerial experience; Locum or permanency; town or country. Catt, 5 Chelsham Road, S.W.4.

**E.**—**ELDERLY** qualified Chemist (married), with small income, requires light situation with corresponding salary; would live on premises; nine years in present situation. "Chemist," 55 Church Street, Newton Heath, Manchester.

**E.**—**ELDERLY** qualified man seeks to return Londonwards; alert; of good breeding and appearance; very widely experienced; described, by ex-examiner in pharmacy, as "active, reliable and courteous"; salary secondarily important. "Scot," c/o 2 Regent Road, Lowestoft.

**E.**—**EXPERIENCED**, age 45, requires any work; temporary, part-time, or manage. Little, 9 Westbourne Street, Chelsea, S.W.1.



**EXPERIENCED** Assistant, passed Part I, completed qualifying course, desires immediate position; excellent references. "J. B.," 184 Whitechapel Road, E.

**F.B.O.A.,** F.S.M.C., J.C.Q.O.; unqualified Chemist; first-class experience, both branches; excellent references, appearance and address. 71/58, Office of this Paper.

**GENERAL** Assistant (lady); Stock, Toilet, Counter experience; good references. "F. W.," 53 Chichester Road, Kilburn, N.W.6.

**JUNIOR**, unqualified, requires position; 5 years' excellent Dispensing, Counter and Photographic experience; keen, energetic and thoroughly trustworthy; good references. 67/5, Office of this Paper.

**JUNIOR** Assistant, 19, desires berth in Birmingham or Wolverhampton districts; good experience, Counter and Dispensing, in family business. Full particulars on application to Cartledge, 76 Pool Road, Leicester.

**LADY** (Hall) desires post (London); whole or part time; Doctor, Chemist or Institution; good experience and references. "Dispenser," 48 Loughborough Road, Brixton, S.W.

**LADY** Assistant (28) desires position; good Saleswoman; first-rate Window-dresser; reliable. Miss Wood, 7 Redbourne Avenue, Finchley, N.5.

**LADY** Dispenser-Book-keeper (Hall) desires post; well experienced; Hospital or Doctor; permanent or temporary. 72/3, Office of this Paper.

**LADY** (Hall), 18 years' high-class Dispensing experience, Book-keeping (chiefly Chemists), requires post with Doctor; county or country town preferred. 71/16, Office of this Paper.

**LOCUM**; M.P.S.; elderly; good experience; excellent references; moderate terms; period or permanent; disengaged November 16. J. S. Wellburn, c/o Mrs. Brock, 10 Leyland Road, Lee, S.E.12.

**LIVERPOOL OR DISTRICT**—Qualified; aged 34; highly recommended by employer; 12 years as Manager; Counter, Dispensing, Photography. J. Johnston, 16 Cowley Road, Walton, Liverpool.

**LONDON OR HOME COUNTIES**—Gentlemanly Assistant, 22 (referred one subject Part II), seeks situation in high-class pharmacy; excellent experience and references. "C. A. P.," 38 Old Road East, Gravesend.

**LONDON**—Qualified (1929), 23, seeks position as Assistant or Manager in good-class London pharmacy; keen worker; reliable; 8 years' all-round experience; first-class Counterman, Photography, Window-dressing, capable Dispenser; good references obtainable. "M.P.S.," 35 Dulverton Road, Leicester.

**MALE** Assistant, age 20, passed Part I, desires situation in Midlands; Dispensing, Counter and Photographic experience; disengaged. H. Wilson, 29 Market Street, South Normanton, Derbyshire.

**MANAGER**, qualified, Scot, married, desires permanent post; fully experienced; disengaged through owner taking over business; excellent references. 70/16, Office of this Paper.

**MORNINGS** and evenings or full time; capable; unqualified; undeniable references; quick and accurate Dispenser, used to heavy N.H.I., Counter, Windows, etc.; moderate salary. "A. B.," 2 Walham Grove, S.W.6.

**M.P.S.**, 23, height 6 ft., abstainer, keen, thoroughly organised, capable of taking charge, seeks position; London preferred, but not essential; any post at home or abroad considered; excellent testimonials; at liberty; photograph on request. Leonard W. Mills, 251 Stapleton Road, Bristol.

**M.P.S.**, retired, active, reliable, can give few hours daily; good references. Richards, 99 High Road, Willesden Green, N.W.

**M.P.S.**, 23, tall, good address, desires situation; Manager small branch preferably; 5 years' experience high-class and N.H.I. Dispensing, Counter, etc.; excellent references. Haskins, 4 Cynthia Road, Bath.

**M.P.S.**, middle-aged; any capacity; lighter hours; £2 10s. per week; Worthing or Brighton districts. "G.," 32 Steyne Gardens, Worthing.

**M.P.S.**, 24; tall; smart appearance; 8 years' all-round experience; able to take charge; highly recommended; conscientious. F. Stratford, "Bredon," Wells Road, Whitechurch, Bristol.

**M.P.S.**, 25, single, abstainer, trustworthy, 6 years' all-round experience, desires post as Manager or Assistant; height 6 ft.; undeniable references; disengaged now. 69/28, Office of this Paper.

**M.P.S.** (male); 23; tall; first-class experience in all branches; well recommended; London or suburbs; free now. Osborne, 276 Nelson Road, Whiston, Twickenham.

**M.P.S.**; 25; experienced all branches; Salesman; good references; Managership preferred. Wallis, "Birchwood," High Road, Rayleigh, Essex.

**PART TIME**; Dispensing preferred, but long other experience; not needing much salary. Hall, 32 North Street, S.W.4.

**PHARMACIST**, 26, 6 years' Retail experience with well-known firm of Wholesale and Retail Chemists in London and Midlands, desires progressive position with Pharmacist in Birmingham district as Manager or with a view to early management; excellent references. 69/3, Office of this Paper.

**PHARMACIST**, 27, desires Hospital post; has had previous hospital experience; part or full time. 69/6, Office of this Paper.

**PHARMACIST**; long and varied high-class experience (Bath, Birmingham, Cheltenham, West-End); good Dispenser; excellent references; disengaged. 70/31, Office of this Paper.

**POSITION** in Northern Agricultural and General Business; modern methods; middle age; qualified. Particulars: "Chemist," 1 Borrage Green Lane, Ripon, Yorks.

**PRIZE** Window-dresser, smart Salesman, accurate Dispenser, unqualified, 24, requires position immediately. Lionel Taylor, 31 Cumberland Street, Cardiff.

**QUALIFIED** Chemist; 22; 5 ft. 10 in.; well experienced in quick, heavy Dispensing and Photographic work (dark room); capable Window-dresser; references; any district; North preferred. Walmsley, Highfield House, Much Hoole, Preston, Lancs.

**QUALIFIED**, 22, with varied experience, seeks position; Dispensing or Counter; capable; energetic; disengaged. Hodder, 48 Nunney Road, Frome.

**QUALIFIED** (male), 22, requires temporary position immediately; 4 years' good all-round experience. Philpot, 82 Paulsgrove Road, Portsmouth.

**QUALIFIED**, 21, desires position. Frank Pickard, Silver Street, Moldgreen, Huddersfield.

**QUALIFIED**; experienced; Counter, Dispensing and Photographic; disengaged; excellent references. "M.," 2 Manor Gardens, Larkhall Rise, Clapham, S.W.4.

**QUALIFIED**, 23, requires permanency, Assistant or manager small branch; West of England preferred; disengaged. Allen L. Griffiths, "Normalyn," Falmouth, Cornwall.

**QUALIFIED** Assistant requires situation; permanent or Locum; fully experienced all branches; Dispensing a speciality; thorough knowledge Photography; excellent references; disengaged. Irvin, "Sunny Bank," Garstang, Preston. 'Phone: Garstang 69.

**QUALIFIED** lady; 31; good all-round experience in city, suburb and provinces; private and company shop. 69/8, Office of this Paper.

**QUALIFIED** Pharmacist desires experience in good-class London Pharmacy; salary in consideration of experience gained, £2 10s. weekly. 69/38, Office of this Paper.

**QUALIFIED** Chemist; middle-aged; energetic; small salary; Hospital, Surgery or Retail; London. Alex. Wilson, 14 Percy Circus, W.C.1.

**QUALIFIED** Manager; ten years' managerial experience, London and South Coast; accustomed to control in all branches; London or South Coast preferred; free immediately. "M.P.S.," 12 Nutfield Road, Thornton Heath, Surrey.

**QUALIFIED** (23) desires permanent or temporary position; anywhere; disengaged now; holds R.P.U. Business Training Certificate; good references. Brobyn, 54 Ruspidge Road, Cinderford, Glos.

**QUALIFIED** desires position; young and energetic; excellent references and all-round experience. Leach, 8 Belle Vue Road, Appleby, Westmorland.

**QUALIFIED** gentleman (middle age) desires post as Manager; good address; present position 31 years. Owens, Martock, Somerset.

**QUALIFIED** Manager or Senior, 29, Scot, experienced all branches, desires engagement; well recommended. "Pharmaco," c/o Pocock, 67 North Cross Road, E. Dulwich.

**QUALIFIED**, excellent experience, including management, seeks situation, Manager or Senior; highest references; disengaged. Gatward, 150 High Street, Putney.

**QUALIFIED**; position as Assistant or Manager; first-class Counter, Dispensing and Photographic experience; excellent references; at liberty when required; age 23. "Capsicum," 59 Oxford Street, Southampton.

**QUALIFIED** Chemist desires easy permanency; excellent varied experience, West End and provinces; elderly; active; good personality; small salary; highest references; Home Counties preferred. Parker, 80 Denman Road, Peckham, S.E.

**QUALIFIED** man, 42, experienced, wants permanency as Manager or Assistant; immediately. "J. S. C.," 30 Rosslyn Road, E.17.

**QUALIFIED**; 35; married; 8 years as Manager; finest all-round experience; London or within 100 miles preferred; free at short notice; interview. Beck, 16 April Street, Dalston.

**QUALIFIED**; 41; excellent all-round experience; good Dispenser and Prescriber; London or East Yorkshire preferred; moderate salary. 72/11, Office of this Paper.

**RELIEF**, any period, 10s. day, booked; active; reliable; wide, varied experience; unregistered. "Chemicus," 53 Clarence Street, Broughton, Manchester.

**SCOT**, 24, qualified, desires situation in London or district; disengaged. Write Stuart, 6 Aylmer Road, Leytonstone, E.11.

**UNQUALIFIED**; 24; first-class Dispensing experience, City, West End and country; good references; disengaged. C. Hunter, 7 Redburn Street, S.W.3.

**UNQUALIFIED** Assistant; disengaged; over 12 years' excellent all-round experience in all departments of the business; any district; temporary or permanent; salary moderate. Blackburn, 97 Dodworth Road, Barnsley.

**WILL** Chemist desirous of obtaining qualified Assistant, age 23, send me a card, when I will immediately forward full details, etc.? "Pharmacist," 14 Bexley Mount, Harehills Road, Leeds.

**YOUNG**, qualified Chemist requires post; tall; good appearance; well recommended; disengaged. Wiseman, 28A Seaside, Eastbourne.



## MANUFACTURERS! TAKE NOTICE

### NOW FOR INCREASED SALES IN THE HOME MARKET

British goods, now at keenly competitive prices, are assured of a growing demand in the markets of the world. But, if you cannot sell your goods at Home, your chances in the foreign markets can be valued at NIL.

**Are YOU getting your Full Share of the Home Market?** If not, you cannot afford to let this opportunity pass you by. Well-known Agent requires several leading advertised Toilets and Proprietaries, &c., which *must*, however, be the products of first-class firms only. Complete office organisation, and travelling staff (8 representatives), will be at the disposal of the products, and whether old or new lines, a guaranteed turnover is assured, with a much better distribution and sales service than you now obtain, backed by intensive working and propaganda. Showrooms available. Stocks kept if necessary. Territory covered: Great Britain. Whatever your requirements, you must write for full particulars of this **exceptional opportunity**, which will increase your present output, and maintain a sales-record you have never equalled.

**THINK THIS OVER. REALISE WHAT REAL REPRESENTATION MEANS TO YOU. CUT YOUR COSTS. KEEP YOUR FACTORY RUNNING ON FULL TIME, AND INCREASE YOUR SALES.**

**YOU WANT BUSINESS EXPANSION AND PROSPERITY. I WANT THE SOLE AGENCY OF YOUR PRODUCTS FOR GREAT BRITAIN.**

Reply, giving full particulars, to 193/846 Office of this Paper.

### WHOLESALE.

**A.A.**—REPRESENTATIVE, with 700 live customers among Chemists, desires nationally advertised side line; prize records; own car. 71/120, Office of this Paper.

**A** REPRESENTATIVE, experienced, with large connection London and suburban Chemists, Hairdressers, etc., requires engagement with a good house. 70/12, Office of this Paper.

**A** WELL-KNOWN Representative, 6 years with leading Perfumery firm, experience Scotland, East Coast, South Coast, Midlands, Chemists, Hairdressers, etc., seeks engagement with good house; highest credentials. 72/6, Office of this Paper.

**C**OUNTER work, D.D.A. Stocks, Records, Wets, Drys, Poisons, etc.; long experience, Wholesale and Retail. "Rhei," 37 Brunswick Road, N.15.

**G**ENTLEMAN open to take up exclusive line British Toilets; ground Yorkshire. "Traveller," "Benalder," Priory Crescent, Bridlington.

**H**AVING represented in North of England for number of years one of the best known and most distinguished firms of Manufacturing Chemists in United Kingdom, a gentleman wishes to offer his services to a competitive house; references exceptional. 71/12, Office of this Paper.

**M**ANUFACTURING Chemist, long experience producing for well-known British and American firms on Continent, full knowledge of factory routine, plant, staff control, propaganda and distribution, open to undertake similar work in England; excellent credentials. Write 63/28, Office of this Paper.

**Q**UALIFIED Pharmacist, 25, experienced medical propagandist, requires immediately engagement as Representative or progressive position in administrative capacity; requisite personality; smart appearance; proved interviewing ability; London or South Coast; can drive car; disengaged; resident London. Will any British house who is interested please write 71/23, Office of this Paper?

**R**EPRESENTATIVE, excellent connection Perfumers, Manufacturing Chemists, Hairdressers' Sundriesmen, Stores, requires additional suitable line. Gee, 107 Hurlingham Road, Fulham.

**R**ELIABLE Checker, 14 years' all-round experience, excellent references, requires position in Midlands or South in Wholesale House. 72/38, Office of this Paper.

**R**EPRESENTATIVE (Scotland); disengaged beginning January; would accept salary and commission (nominal); open accept Agencies; splendid connection; A1 references. P.C.B. 11/23, Office of this Paper.

**U**NQUALIFIED, smart, desires change; Wholesale and Retail experience; full knowledge of Galenical manufacturing; age 24; competent; Laus. 69/26, Office of this Paper.

**W**ORKING Foreman, young, seeks situation; 20 years' good all-round experience; Manufacturing Pharmaceutical and Toilet Preparations, etc. "L.B.," 51 Farmilo Road, Leyton, E.17.

**W**ORKS PRODUCTION.—Manager/Organiser (27), experienced mass manufacture and packing Soaps, Toilets, Powders, etc., Cardboxes, Printing; can increase efficiency and devise new methods, products and packs. BM/Coby, London.

**Y**OUNG man, with 7 years' Retail experience, desires position as Representative, Pharmaceuticals, Sundries, Photographic, etc. 70/33, Office of this Paper.

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**I GIVE BEST PRICES** for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.  
**S. E. HACKETT, 23 July Road, Liverpool**

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**PHARMACY BOUGHT OVER OWNER'S HEAD.**—Must dispose of Fittings, Autaway Weighing Machine, Stock (includes Optical and Photographic Goods), etc., by November 15. Write in first instance 72/5, Office of this Paper.

**SURPLUS Stock.**—Three doz. Dressing Combs, 10s. per doz., 3 doz. 8s. 6d., 4 doz. 6s., 3 doz. 2s. 6d., 3 doz. 3s. 6d.; 4 doz. Pocket Combs, in case, 2s. 6d. doz., 5 doz. 2s.; 3 doz. Tooth Brushes at 2s. 6d., 3s., 4s., 9s., 6s., 7s. 6d.; set of samples sent on receipt of P.O. 4s. 6d. to Gordon, 28 Crown Street, Camberwell, S.E.5.

### MISCELLANEOUS.

10s. for 60 words or less; 1s. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

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**C**HEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London. E.C.1.

**C**HEMIST in Holland seeks the addresses of Manufacturers of Hair-colouring Combs with or without the use of dye. Letters to "Chemist," c/o ADVERT. AGENCY KEUZENKAMP, Schiekade 208, Rotterdam.

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**SMALL CASH TILLS** (two), both "Nationals," in good order; will sell separately; both good bargains. Write C. Crosby, 37 Somersby Gardens, Ilford.

**TRIAL CASE**, excellent condition, and ideal for beginner or student; no reasonable offer refused for immediate disposal; approval if required. 71/33, Office of this Paper.

#### WANTED.

**SHOP FITTINGS**, second-hand, wanted; Counter, Drug Fitting, Show Case, each 10 ft.; Screen, 6 ft.; London price; condition first letter. P.C.B. 11/28, Office of this Paper.

**GOWER**, Chemists' Bookseller, 41 Voltaire Road, Clapham, wants Pharmaceutical Books, including B.P., Pharmaceutical Formulas, B.P.C., P.J.F., Optical Books, Materia Medica Collections.





